



Digitized by the Internet Archive  
in 2014

<https://archive.org/details/b19974760M3161>



*The*  
**CHEMIST AND DRUGGIST**  
*for RETAILER - WHOLESALE - MANUFACTURER*



Established 1859

28 Essex Street, Strand, London, W.C.2

Registered as a Newspaper

No. 3029  
VOL. CXXVIII

FEBRUARY 26, 1938

Annual Subscription (with  
Diary) 20/- Single Copies 9d.

If it bears a Red

*Lilly*

TRADE MARK

— its right



**'LEXTRON'**

TRADE MARK

BRAND

LIVER-STOMACH CONCENTRATE WITH  
IRON AND VITAMIN B COMPLEX

ISSUED IN PACKAGES OF 42, 84 & 500  
'PULVULES' BRAND FILLED CAPSULES

**ELI LILLY & COMPANY LIMITED**

2, 3 and 4, Dean Street, LONDON, W.1.

DISTRIBUTING AGENT IN BRITAIN FOR ELI LILLY & CO INDIANAPOLIS, U.S.A.



"There is a suggestion of cleanness about MONO packed goods which customers cannot resist"



## EVERYWHERE IT'S MONO CONTAINERS

*"Mono"*

Why are Mono Containers welcomed by packers and public alike? What makes Mono dust-proof and germ-proof? Here are 5 all-important reasons:—Special white paper is made from pure spruce sulphite—double-wrapped side wall is sealed with durable waterproof vegetable adhesive—sturdy side seam is triple thickness—smooth top rim is four-ply with reinforced lid bead—screw lids are replaceable. The more you study Mono quality the more you will say "It must be Mono!"

Write for Particulars of your Requirements to MONO CONTAINERS LTD., PARK ROYAL, LONDON, N.W.10. WILLESDEN 0900 (5 LINES)



*Are you selling the  
No. 1 C.F. line?*

# BONUS PARCELS ARE HERE AGAIN FOR THE



## GLUCOSE-D

Eagerly awaited, Glucose-D C.F. Bonus Parcels are available once again. Late-winter illness and energetic spring activities both ensure that Glucose-D stock bought now will not stay long upon your shelves. Stock up during the next four weeks and make the coming business show you 41 per cent on sales.

This 41 per cent is a *protected profit*, remember, reserved for pharmacists only. A window display of Glucose-D

does actually increase the pharmaceutical character of your premises because in no other type of shop can this G.L. and C.F. product be seen. In every way it pays to display Glucose-D G.L.—the product that secured the glucose trade for the pharmacy.

13,500 registered Pharmacists will now have received particulars of the Bonus Parcels. Use your order card without delay.

PARCELS AVAILABLE FROM FEBRUARY 21st TO MARCH 21st.

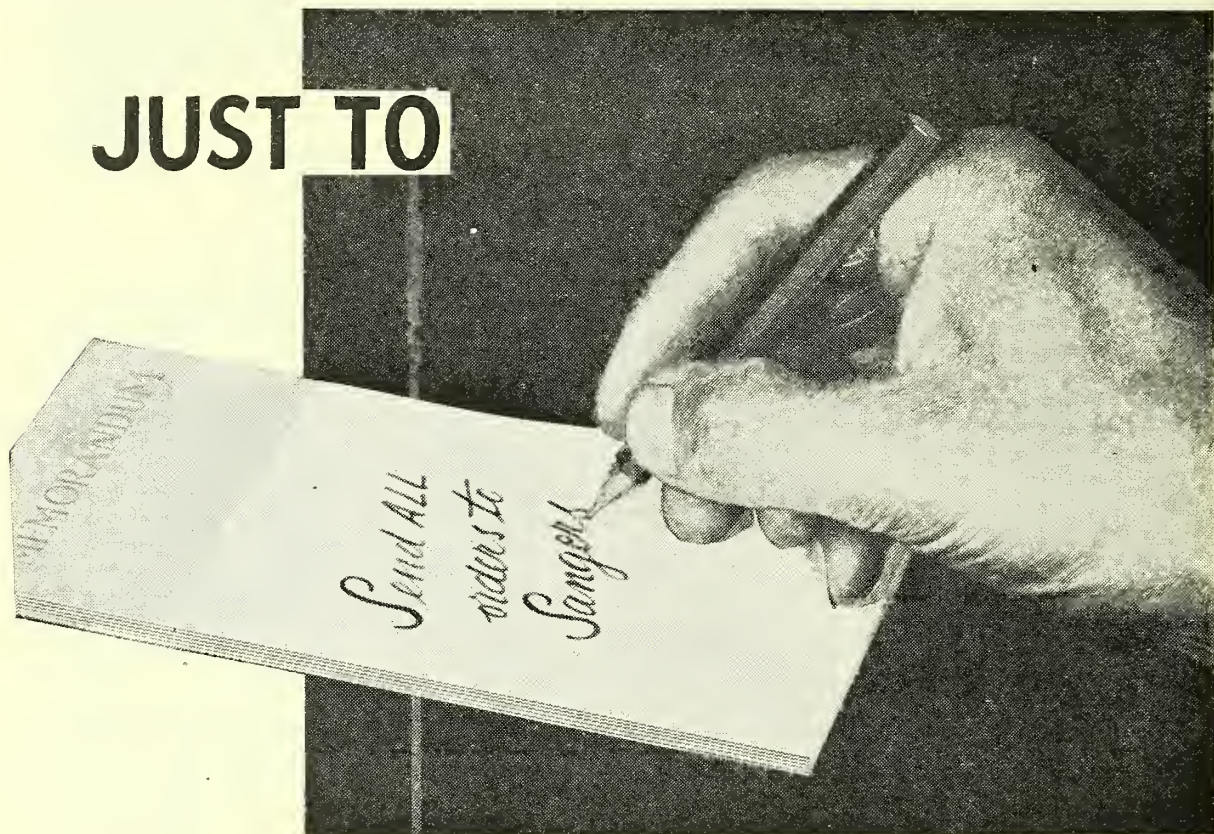
GREENFORD, MIDDLESEX

PRODUCT OF THE  
GLAXO LABORATORIES

'Phone - BYRon 3431



# JUST TO



## REMINDE YOU...

that it pays you to send your orders to

*Sangers*  
LIMITED

*Sangers*  
LIMITED

- When you send your orders to Sangers you set into motion a huge organisation controlling tremendous stocks, housed in gigantic warehouses, whose one function is to keep you supplied with whatever stocks your business needs. Modern, up-to-the-minute transport ensures delivery in the quickest time. You save time, money and trouble by sending your orders to Sangers.

258 EUSTON ROAD, LONDON, N.W.1.

TELEPHONE: EUSTON 5010

Associated Companies and Branches: 7-13 CLERKENWELL ROAD, E.C.1 ● BELFAST ● BIRMINGHAM  
BOURNEMOUTH ● BRISTOL ● CARDIFF ● LIVERPOOL ● PLYMOUTH ● NEWCASTLE





## PROFESSIONALLY APPROVED!

Maclean Brand Stomach Powder is a stomach remedy to which every chemist can give his professional approval. Prescribed by Doctors, widely used in famous Hospitals, Maclean Brand Stomach Powder is a bona-fide ethical remedy. Every member of the profession knows the basis of this treatment—knows that it has been tested and approved throughout years of hospital research and medical practice. This remedy is one which the practising pharmacist can *conscientiously* recommend—the *sale of which can reflect nothing but credit on his pharmacy.*

**MACLEANS LTD., GREAT WEST ROAD, BRENTFORD, MIDDLESEX**

Telephone : Ealing 6616.

Wires : Macleans, Brentford.





The advertisement features a large, bold title "Staff Allen's" at the top right. On the left, three dark glass bottles are stacked vertically. The top bottle is labeled "Staff Allen's Essential Oils". The middle bottle is labeled "POISON" and "Staff Allen's Tinctures". The bottom bottle is labeled "Staff Allen's Liquid Extracts". To the right of the bottles is a detailed illustration of a factory interior with large cylindrical tanks and industrial equipment. Below the bottles, the text "POWDERED GUMS" is prominently displayed, followed by "ACACIA", "TRAGACANTH", and "KARAYA". To the right of this text are several boxes and tins of powdered gums, with labels such as "Powdered Gums", "Powdered Extracts", and "Gum Tincture". At the bottom left is a circular logo featuring a figure on a horse. The entire advertisement is framed by a thick black border.

# Staff Allen's

**POWDERED GUMS**

**ACACIA**

**TRAGACANTH**

**KARAYA**

All grades to any fineness required

**STAFFORD ALLEN & SONS LTD**

MANUFACTURING CHEMISTS COWPER STREET, LONDON, E.C.2. DRUG GRINDERS



## INDEX TO ADVERTISERS

Allen, Stafford, & Sons, Ltd. (Powdered Gums, &c.)	4	Chemical & Natural Products, Ltd. (Scrubbs' Cloudy Ammonia)	ix	Fenton Manfg. Co., Ltd., The (Face Squares)	21
Anglo-French Drug Co., Ltd. (Urindil ointment)	xv	Chemical Workers' Union, The	Col. Supp.	Ford, Shapland & Co., Ltd. (Labels)	xxi
Anglo International Producers, Ltd. (Travel Sickness Remedy)	vii	Chemist and Druggist, The	Leader Page	Forster Brushes, Ltd. (Shaving Brushes)	26
Armstrong Cork Co., Ltd. (Corks)	xxi	Christy, T., & Co., Ltd. (Cachets and Cachet Machines)	36	Fromm, Herbert (Finger Stalls, &c.)	xxii
Arnfield, J. C., & Sons, Ltd. (Raspberry Vinegar, &c.)	iii	Cooper McDougall & Robertson, Ltd. (Vermin Powder, &c.)	10	Gaw, J., & Co. (Cover Mark, &c.)	19, 20
Aspro, Ltd. (Aspro)	xii	Cossor, A. C., & Son (Thermometers), Ltd. (Clinical Thermometers)	xviii	George, Ernest J., & Co. (Valuers, &c.)	Col. Supp.
Association of Manufg. Chemists, Ltd.	Col. Supp.	County Perfumery Co. (Brylfoam Shampoo)	16	Gibson, Robert, & Sons, Ltd. (Medicated Confectionery)	xiv
Aryton-Graham, Ltd. (Shopfittings)	xxi	Cox, A. H., & Co., Ltd. (Pills and Tablets, &c.)	8	Glaxo Laboratories, Ltd. (Glucose-D Bonus Parcels)	1
Ayrton, Saunders & Co., Ltd. (Wholesale Druggists)	15	Croda, Ltd. (Olive Oil)	32	Graesser, N. H. (Phenol B.P., &c.)	ii
Barker, R. W., & Co. (Patent Agents)	24	Cussons Sons & Co., Ltd. (Toilet Lines)	12	Graesser Salicylates, Ltd. (Salicylates)	ii
Bayer Products, Ltd. ('Betaxan,' &c.)	Leader Page, i	Dearborn (1923), Ltd. (Mercolized Wax)	22	Grout & Co., Ltd. (Crepe Binders and Bandages)	xvi
Bell, John, Hills & Lucas, Ltd. (Tin-Ox Tablets)	Leader Page	Delf, W. M., & Co. (Soft Soap, &c.)	24	Guest, Thos., & Co., Ltd. (Vox Bronchial Pastilles)	30
Benger's Foods, Ltd. (Foods)	36	Dick, W. B., & Co., Ltd. (Liquid Paraffin)	viii	Hackett, S. E. (Film Overstocks)	Col. Supp.
Berk, F. W., & Co., Ltd. (Ephedrine Hydrochloride (Synthetic), &c.)	6	Dols Volatalise Flannel, Ltd.	32	Hadfield, Henry, Ltd. (Bottle Boxes)	xx
Blackwell, Hayes & Co., Ltd. (Fermolac Flour)	viii	Dudley & Co., Ltd. (Glass Counters)	30	Hall, Forster & Co., Ltd. (Vapourisers)	32
Box, W. H. (Box's Pills)	x	Duke Pharmaceutical Co. (Plastrodine)	32	Hanson, W., & Sons, Ltd. (Bottles)	32
British Cod Liver Oil Producers (Hull), Ltd.	xiii	Dursthoff, E., Ltd. (Styptic Pencils, &c.)	24	Harrison, A., & Sons, Ltd. (Cartons, &c.)	8
British Optical Institute, Ltd.	28	Eucryl, Ltd. (Dentifrice, &c.)	22	Harvey & Co. (Dublin), Ltd. (Veterinary)	xx
British Thomson-Houston Co., Ltd. (The Mazda Lamps)	28	Evans Sons Lescher & Webb, Ltd. (Pharmaceuticals, &c.)	13	Harwoods Laboratories, Ltd. (Seroalcin Tablets)	Leader Page
Buckley-Bowker Tablet Co., Ltd. (Tablets, &c.)	vi	Everett, S. & R. J. & Co., Ltd. (Hypodermic Needles)	xviii	Hedley, T., & Co., Ltd. (Glycerine)	32
Burroughs, James, Ltd. (S.V.R. for Tinctures)	Leader Page	Fairchild Bros. & Foster Inc. ('Zymine' Peptonising Tubes)	Leader Page	Hosezone Co., Ltd., The (Sanitary Towels)	xvii
Burroughs Wellcome & Co. ('Tabloid' Aspirin, &c.)	35	Fairy Dyes, Ltd. (Morning Pride Shaving Cream)	25	Hubbuck, T., & Son, Ltd. (Oxide of Zinc)	vi
Carnegie Bros., Ltd. (Chemicals, &c.)	iv	Fassett & Johnson, Ltd. (South African Representation)	34		
Cartwright, W. B., Ltd. (Moorland Tablets)	5				

[Continued overleaf]

## A Grand National Winner



In a large field "Moorlands" is easily the popular favourite with the public. Due to the cumulative effect of constant recommendation and consistent advertising, Moorlands are in greater demand than ever. Moreover, no other 7½d. nationally advertised article sells in such quantity as Moorlands and yields anything approaching the same percentage of profits.

*To-day's Best Selection is*

**MOORLAND**  
BRAND  
**INDIGESTION TABLETS**

**W. B. CARTWRIGHT LTD., RAWDON, LEEDS**

**INDEX—cont.**

Josephs, Philip, & Sons, Ltd. (Shop-fittings) .....Col. Supp.	Olley, C., & Sons, Ltd. (Corks) ..... xviii	Solazzi Liquorice ..... iv
Kempe's Engineers' Year Book, 1938... 29	Ormerod Engineers, Ltd. (Q.P. Emulsifier) ..... xix	Solport Bros., Ltd. (British Industries Fair) ..... 26
King, J. C., Ltd. ("Empire" Show-cases) ..... 9	Orridge & Co. (Valuers, &c.) .....Col. Supp.	Southalls (Birmingham), Ltd. (Sanitary Towels, &c.) .....xvi, xviii
Lambelle, Ltd. (Autumn Crocus Perfume) ..... 25	Perry & Hope, Ltd. (Phosphate of Soda) ..... 32	Splendor, Ltd. (Tampax) ..... xvii
Levermore, A., & Co., Ltd. (Precipitated Chalk) ..... 32	Porteus, Geo., & Sons (Leeds), Ltd. (Machinery) ..... xx	Stemco, Ltd. (Forbans) ..... 24
Lilly, Eli, & Co., Ltd. (Pharmaceutical Preparations) .....Front Cover	Potter & Clarke, Ltd. (Wholesale Druggists) ..... 33	Sterns, Ltd. (Oils, Petroleum) ..... xiv
Lincoln and Midland Counties Drug Co., Ltd. (Clarke's Blood Mixture) ... xiv	Premier Oil Extracting Mills, Ltd. .... x	Sturge, J. & E., Ltd. (Precipitated Chalk) ..... ii
Liverpool School of Pharmacy ..... 28	Prescriber, The .....Leader Page	Sumner's Ty-phoo Tea, Ltd. ....Leader Page
Lockers (Engineers), Ltd. (Rotex Screeners) ..... xix	Prosit Products, Ltd. (Pine Bath-Cocktail) ..... 32	Surgical Hosiery Co., Ltd. (Elastic Hosiery) ..... xvi
Lofthouse & Saltmer, Ltd. (Halibut Liver Oil) ..... viii	Purfinol, Ltd. (Liquid Paraffin, &c.) ... iv	Swales, T. (Dispensing Bottles) ..... xx
McClure, Young & Co., Ltd. (Packed Goods, &c.) ..... 9	Reckitt & Sons, Ltd. ('Dettolin') ..... x	Teasdale Chlorodyne Co., The (Chlorodyne, &c.) ..... 32
Macleans, Ltd. (Stomach Powder) ..... 3	Rendell, W. J., Ltd. (Hygiene Books)... 18	Thurley, G. E., & Son (Liquid Paraffin) xviii
Matthews, D., & Sons, Ltd. (Shop-fittings) ..... xx	Richardson, John & Co. (Leicester), Ltd. (Pills) ..... 7	Tilbury, W. R., & Son (Toothbrushes) 24
Maund, F., & Berg, E., Ltd. (Show-cases) .....Col. Supp.	Roberts' Patent Filling Machine Co., Ltd. .... xix	Tokalon, Ltd. (Poudre Tokalon, &c.) ... 32
Maw, S., Son & Sons, Ltd. (Sundries)... 11	Roche Products, Ltd. ("Nestrovite" Vitamin Tablets) ..... xv	Treble & Co. (Shopfittings) ..... 32
May & Baker, Ltd. (Bismuth Carbonate, &c.) ..... 17	Rouse Brog. (London), Ltd. (Paste for Toilet Emulsions) ..... vi	Tyrer, T., & Co., Ltd. (Chemicals) ..... iii
Mono Containers, Ltd. (Hygienic Containers) .....Cover ii	Roussel Laboratories, Ltd. (Rubiazol) xi	Vinolia Co., Ltd. (Shaving Stick) ..... 23
Monsanto Chemicals, Ltd. (British Industries Fair) .....Cover iii	Rozalex, Ltd. (Rozalex Ointment) ..... 32	Vosemar Co. (Hair Curlers) ..... 14
National Association of Opticians ..... 28	Rudduck & Co. (Shopfittings) ...Col. Supp.	Ward, T., & Sons, Ltd. (Wardonia Razors, &c.) ..... 28
National Canine Defence League (A.B.C. of Canine Ailments) ..... 32	Ru-Mari, Ltd. (Ru-Mari Brand Compound) ..... 36	Webb, Wm. A., Ltd. (White Monarch Dispensing Balance) ..... xxi
Neill, J., & Co. (Sheffield), Ltd. (Eclipse Razors, &c.) ..... 22	Sangers, Ltd. (Phyllosan, &c.) .....2, 31	Webster, Isaac, & Sons, Ltd. (Stainless Steelware) ..... xvii
	Scott & Bowne, Ltd. (Kemdex Bonus Offer) .....27, 32	White, J. F., & Co. (Kombo) ..... viii
	Scurr, C. A. (Optical Tuition) ..... 28	Willows, Francis, Butler & Thompson, Ltd. (Galenicals, &c.) ..... v
	Sharplin, W. J., Ltd. (Stoppers) ..... xx	Wyeth, John, & Brother, Ltd. ('Endrine' Nasal Compound) ..... xi
	Simpson, J. W. (Chemist), Ltd. (Iodine Products) .....Cover iv	Yestamin Co. (Dried Yeast Powder and Tablets) .....Leader Page
	Smith, T. & H., Ltd. (Alkaloids) ..... iii	Zeal, G. H., Ltd. (Clinical Thermometers) ..... xvi

## C. H. BOEHRINGER SOHN, NIEDER-INGELHEIM/RHEIN

(GERMANY)

MANUFACTURERS OF

### EPHEDRINE HYDROCHLORIDE (SYNTHETIC)

(laevorotatory)

Chemically identical to the natural product obtained from Ephedra.  
Conforming to the tests and characters of the British Pharmacopœia.

### EPHEDRINE PURE & SULPHATE (SYNTHETIC)

(laevorotatory)

answering equally the official tests and characters.


### NATURAL EPHEDRINE AND ITS SALT

Apply to :

**F. W. BERK & CO., LTD., 52-54 Leadenhall Street, London, E.C.3**



Richardson's

  
HAVE MADE SINCE  
1793

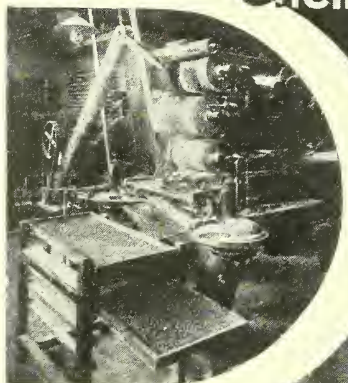
**LET US QUOTE FOR  
YOUR REQUIREMENTS**

**John Richardson & Co**  
(LEICESTER) LTD,

*Manufacturing Chemists*  
EVINGTON VALLEY ROAD • LEICESTER

# Private Formula work

**Pills and Tablets**  
*manufactured under the control of*  
**Analytical and Qualified Chemists**



ONE OF OUR  
LARGE  
'PILL MAKING'  
MACHINES

Below:  
SPECIAL  
COATING

**Coated  
or  
Uncoated  
Bulk  
or  
Packed**



A  
SECTION  
OF OUR  
BOX-MAKING  
AND  
SHOW-  
MATERIAL  
DEPT.

Exceptionally keen prices

**COX** *Estab. 1839*  
 ARTHUR H. COX & Co. LTD.  
 of BRIGHTON

New Ideas  
 & Designs  
 for the  
 enterprising chemist's  
 packages



THE MARK OF  
ENTERPRISE

## OPTICAL FOLDERS

Increase your optical business with these attractive "give-away" folders, containing a really instructive, readable, attractively presented message.

## PHOTOPRINT POCKETS

A new range of photoprint pockets with striking design and wording featuring Toilet Preparations. Also new OPTICAL PACKING of similar design.

## DRUG CARTONS

A new alternative design to the well-known Green and Black Drug Carton is now available.

## TABLET CARTONS & BOTTLE WRAPPERS NEW DESIGN LABELS

Write at once for full details of the new "Harrison" Sales Aids. They're even better than their predecessors.

Complete set of samples sent to Colonies on receipt of postal order 10/- which will be credited on £5 order.

Head Office & Works: **BURLEY ROAD, LEEDS 4**

London Office: SENTINEL HOUSE, SOUTHAMPTON ROW, W.C.1

**ALF  
HARRISON  
& SONS LTD**

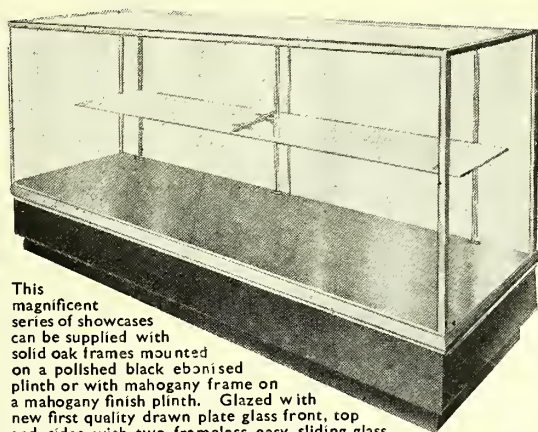
CHEMISTS AND ADVERTISING PRINTERS



# KING'S

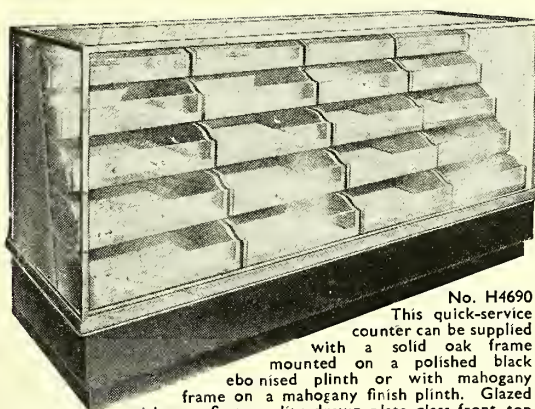
## NEW SERIES OF "EMPIRE" SHOWCASES

THE SMARTEST SHOWCASES ON THE MARKET



This magnificent series of showcases can be supplied with solid oak frames mounted on a polished black ebonised plinth or with mahogany frame on a mahogany finish plinth. Glazed with new first quality drawn plate glass front, top and sides with two frameless easy sliding doors at back,  $\frac{1}{4}$ " thick polished edges. Interior fitted with standard bar and adjustable brackets and a plate glass shelf 12" wide running the full length.

No. H4685 Size: 4' Long  $\times$  3' High  $\times$  2' Deep £6.15.0  
or on 1st payment of 11/10 and 11 monthly payments of 11/10  
No. H4686 Size: 5' Long  $\times$  3' High  $\times$  2' Deep £7.12.6  
or on 1st payment of 13/5 and 11 monthly payments of 13/5  
No. H4687 Size: 6' Long  $\times$  3' High  $\times$  2' Deep £8.0.0  
or on 1st payment of 14/- and 11 monthly payments of 14/-



No. H4690  
This quick-service counter can be supplied with a solid oak frame mounted on a polished black ebonised plinth or with mahogany frame on a mahogany finish plinth. Glazed with new first quality drawn plate glass front, top and sides,  $\frac{1}{4}$ " thick. The interior is fitted with 20 oak quick-service trays 16 1/2" wide inside with back to front measurements as follows: Top row 11 1/2", second row 14 1/2", third row 16 1/2", fourth row 18", bottom row 21 1/2".

Size overall:— 6' Long  $\times$  3' High  $\times$  2' Deep £13.10.0  
or on 1st payment of 24/- and 11 monthly payments of 24/-

WE WILL BE PLEASED TO FORWARD OUR FULL CATALOGUE OF FIXTURES AND FITTINGS No. 1013 POST FREE ON APPLICATION

**J. C. KING LTD**  
SHOPFITTING SPECIALISTS  
42-60 GOSWELL ROAD,  
LONDON, E.C.1

PHONES: CLERKENWELL 2316 (Private Branch Exchange)

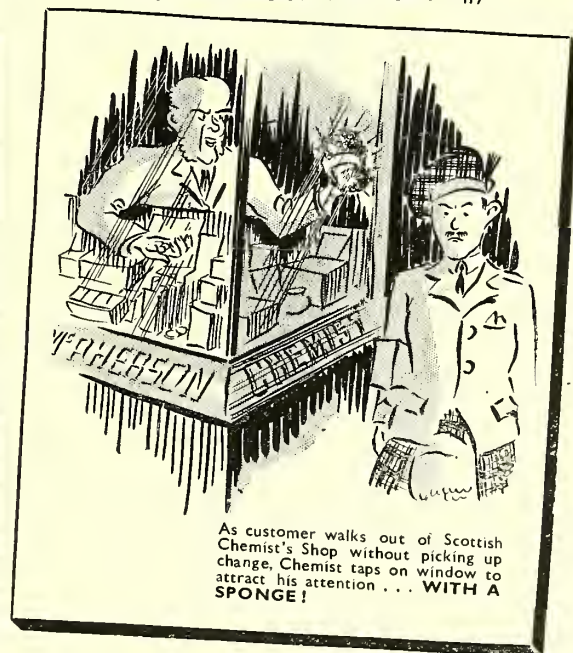
## The Directors of McClure, Young AND COMPANY LIMITED MANUFACTURING CHEMISTS

*... announce a huge response to their offer of 1 Guinea Weekly for the best trade joke submitted each week. It proves that the Trade has a great sense of humour, and many thanks are offered for the co-operation shown*

### THE JOKE ILLUSTRATED BELOW WINS THIS WEEK'S GUINEA —

Submitted by Mr. Frank Edwards, 192 Cowbridge Road, Cardiff

*If this is what Wales thinks of Scotland, we should like to have Aberdeen's retort about Taffy!*



As customer walks out of Scottish Chemist's Shop without picking up change, Chemist taps on window to attract his attention... WITH A SPONGE!

### CAN YOU BEAT THIS?


OUR ARTIST WILL ILLUSTRATE ALL JOKES ACCEPTED. ADDRESS YOUR EFFORTS TO "C. & D. JOKE," c/o—

**McCLURE, YOUNG & CO. LTD.**

90 STANDARD ROAD, N.W.10 Phone: Willesden 3733-4



**BEWARE OF THE DOG-flea**  
(CTENOCEPHALUS CANIS)



YOU'RE APT TO FORGET HIM because he's so small, but he's big enough to carry up to 20 embryo tapeworms, waiting their chance to involve you in endless trouble and expense. Eliminate this risk of worms—87% of tapeworm infections are due to dog fleas—and the other risks as well, simply by following the

**COOPER HEALTH ROUTINE**

**1 TO PREVENT TAPEWORMS**—Spend five minutes once a week dusting your dog's coat with Pulvex, to keep him free from fleas and all flea-borne parasites. A 6d. tin lasts several months.

**2 TO PREVENT ROUNDWORMS**—Spend thirty seconds once a day sprinkling his main meal with Cooper's Vitamin Ration, to give him vital elements he won't get any other way. A 1/6 tin lasts two months.

**IF YOUR DOG HAS WORMS NOW**, Cooper's Liquid Worm Remedy will rid him of the lot, tapeworms and roundworms, with as little distress and danger as may be. Then the Cooper Health Routine, faithfully followed, will prevent the need for repeated worming.

\* This simple routine was devised and perfected by Cooper's own Research Bureau, which carries on the only research work done on these lines in this country. For any further information that will help you, please write as fully as you can to the Dog Remedies Department.

**PULVEX VERMIN POWDER** | **COOPER'S VITAMIN RATION** | **COOPER'S LIQUID WORM REMEDY**  
6d and 1/3 sprinkler tins | 1/6, 2/9, and 4/6 | Small dogs 1/3, larger dogs 2/6 bottles

FROM ALL CHEMISTS AND DOG SHOPS

**COOPER, McDUGALL & ROBERTSON LIMITED, BERKHAMSTED, HERTS**

**THE FEAR OF FLEAS** will be put into everyone that sees this advertisement, reprinted now in miniature from the 'Tailwagger' etc. Are you prepared to cash in on it? There's a lot of money to be made on dogs. We know vet. counters in quite small shops turning over a steady £5 per week. Have you got one? You can't make a better start than with the Cooper Health Routine, nor find a better mainstay. Three sales in one and nine times the profit in the year.



**PULVEX VERMIN POWDER**

6d and 1/3 sprinkler tins

**COOPER'S VITAMIN RATION**

1/6, 2/9, and 4/6

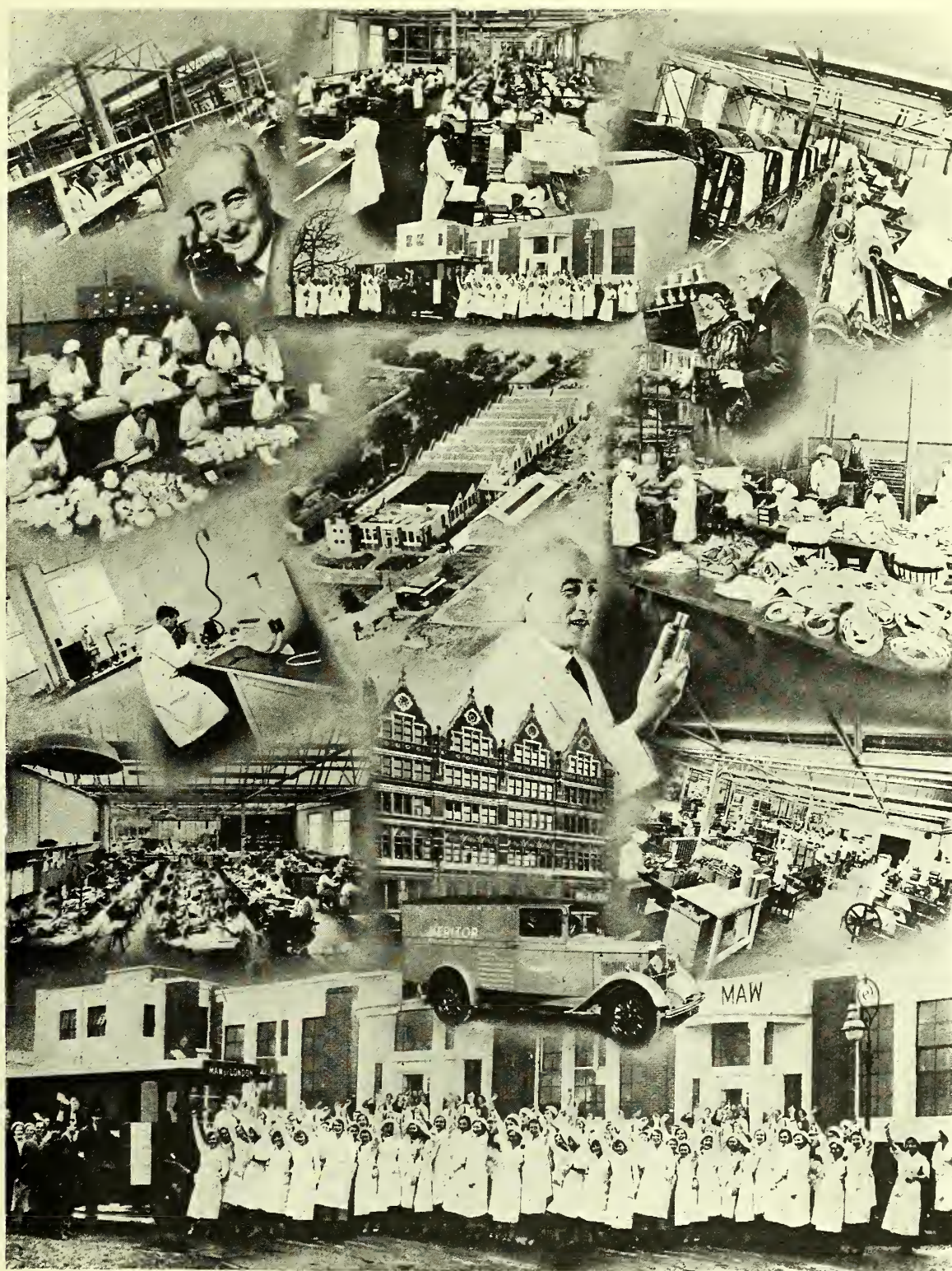
**COOPER'S LIQUID WORM REMEDY**

Small dogs 1/3, larger dogs 2/6 bottles

TRADE TERMS—less 33 1/3% and less 5% cash monthly

**COOPER, McDUGALL & ROBERTSON LIMITED, BERKHAMSTED, HERTS**





FOR SUNDRIES—ONLY ONE HOUSE OF MAW



## A FEW OF CUSSONS' 6d. LINES



Cussons' Milk Soap  
6d. per box

Cussons' Baby Soap  
6d. per box

Cussons' Baby Powder  
6d. per tin

Cussons' All Purpose Cream  
6d. per tube

Cussons' 10 oz. Cologne and  
Lavender, 6d. per bottle

Cussons' Lavender Talc.  
Powder, 6d. per tin

Cussons' Lavender Shaving  
Sticks, 6d. each

Cussons' Lavender Creme  
Brill., 6d. each

Cussons' Dentifrice  
6d. each

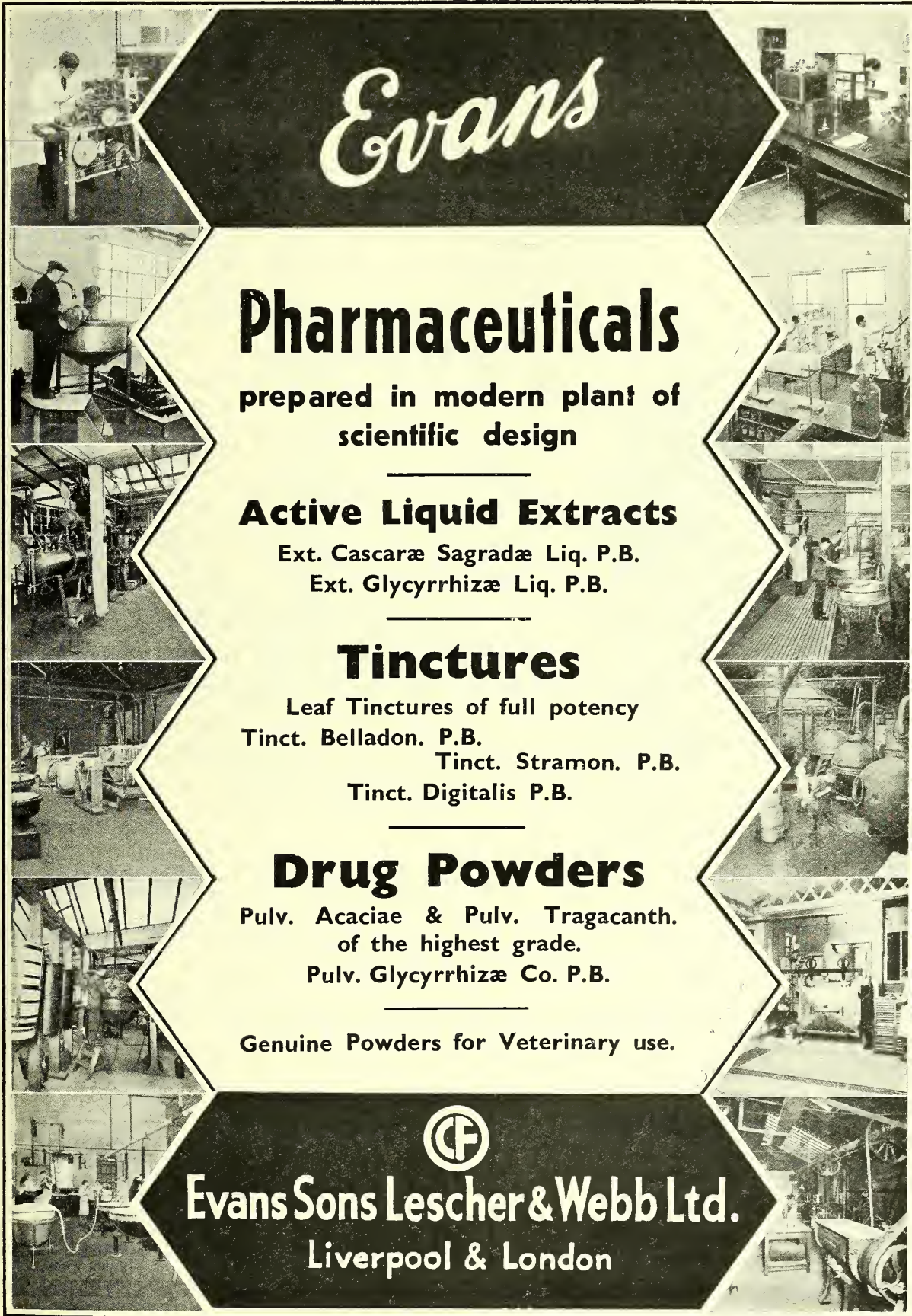
Let Cussons help you to meet to-day's intensive competition. All these value for money lines form displays in themselves and show you a full margin of profit. We send £2 assorted parcels carriage paid, or will gladly supply the name of your nearest wholesaler on receipt of a p.c.

### CUSSONS SONS & CO. LTD.

KERSAL VALE, MANCHESTER

*Fine Soap Makers and Manufacturing Perfumers*





# Evans

## Pharmaceuticals

prepared in modern plant of  
scientific design

### Active Liquid Extracts

Ext. Cascaræ Sagradæ Liq. P.B.

Ext. Glycyrrhizæ Liq. P.B.

### Tinctures

Leaf Tinctures of full potency

Tinct. Belladon. P.B.

Tinct. Stramon. P.B.

Tinct. Digitalis P.B.

### Drug Powders

Pulv. Acaciae & Pulv. Tragacanth.  
of the highest grade.

Pulv. Glycyrrhizæ Co. P.B.

Genuine Powders for Veterinary use.



## Evans Sons Lescher & Webb Ltd.

Liverpool & London



# I'VE GOT A NEW HOME..

*"Yes! We are moving; our family has been getting larger every week, and the credit goes to you Mr. Chemist—you have been wanting more and more Curly Top, more and more Vosemar—till now it is a big seller in nearly every part of the world. So on Monday, February 21st, we moved to our new home—a factory so large that I get lost every time I go round it."*



## FOUR LINES THAT MADE GOOD ALMOST OVERNIGHT • • •

*and create lovely hair every night*

### ★ CURLY TOP

The natural hair curler for babies, retails at 1/3d. per tube.

### ★ VOSEMAR

Natural hair waver for adults, retails at 1/6d. per tube.

### ★ VOSEMAR SHAMPOO

Soapless and sold in tubes containing over 12 shampoos, retails at 1/3d. per tube.

### ★ CURLY TOP SHAMPOO

Soapless and sold in tubes containing over 16 shampoos, retails at 1/3d. per tube

## THE SECRET OF SUCCESS.

Both Curly Top and Vosemar are regularly advertised in over forty publications—5,000,000 advertisements appearing every week to bring profit and satisfaction to your door. Many thousands of testimonials are positive proof of satisfaction—and they buy again, again and again—**make sure these big sales come your way**—look to your stocks of Curly Top and Vosemar and be sure to display the attractive packs.

## ADVERTISING APPEARS REGULARLY IN:—

Daily Mail • Daily Express • Daily Herald • Daily Mirror  
Woman and Beauty • My Home • Wife and Home •  
Mother • Picturegoer • Woman's Illustrated • People's  
Friend • Home Companion • Woman's World • Woman's  
Companion • Woman's Own • Woman • True Story •  
True Romances • Woman's Weekly, etc., etc., etc.

# THE VOSEMAR COMPANY

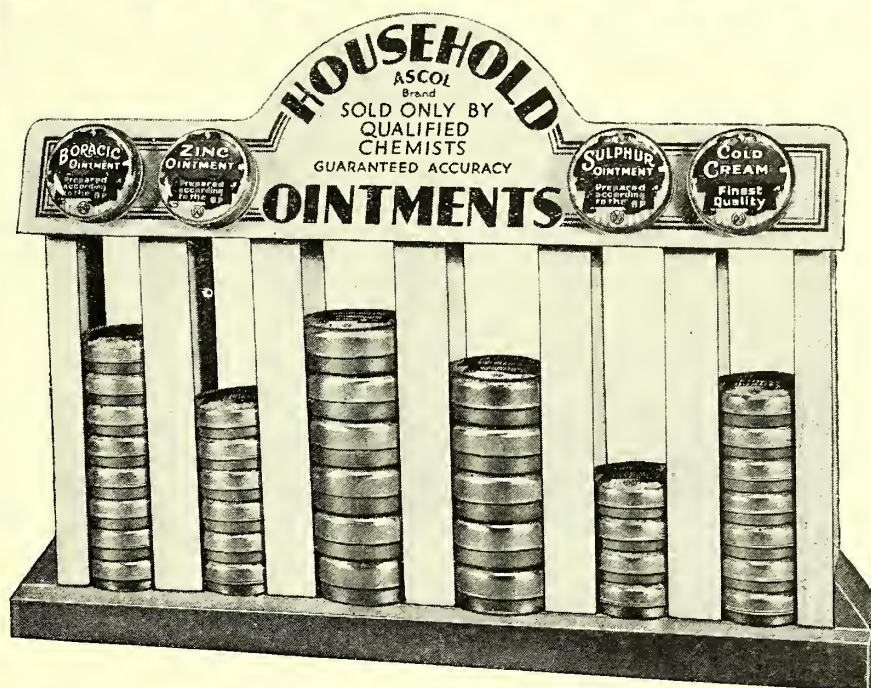
## BURY • LANCASHIRE



# THIS SILENT SALESMAN IS **THE BIG NOISE OF PHARMACY**

**AYRTONS  
WANT TO  
KEEP  
OINTMENT  
SALES  
IN THE  
PHARMACY**

**in spite of firms  
who sell through  
shopkeepers**



## COMBINED DISPLAY-STAND, SERVER AND STOCK-CONTROL FOR OINTMENTS

The unit is solidly constructed in wood and finely cellulosed red and primrose. Occupies  $17\frac{1}{2} \times 12\frac{1}{2} \times 3$  ins. and provides six quick-serving columns. Outside columns carry one dozen each of Boracic, Zinc, Sulphur and Cold Cream, and the two centre columns provide for one dozen middle size of own choice ointments.

Bottom tin released by finger-tip push through the cut-away. Columns surmounted by canopy developing

chemists' quality sales-argument and canopy is mounted with actual containers indicating contents of column, and familiarising the public with the bright pack.

This display, server and stock - unit supplied absolutely free with all deliveries of assorted ointments in mixed sizes, trade value £5. Only one for each address. The quantity stipulated is relatively small,

but to assist friends the display-unit will be supplied with first deliveries of any quantity ordered off a new contract. In the latter case the unit will be charged at 5s., which will be credited on completion of the contract. Thus the display-unit is provided free of any charge in respect of a completed order for £5 worth of ointments at very lowest trade and quantity terms.

					Small	Medium	Large
1 gross assorted	...	...	...	per gross	9/6	15/6	26/6 nett
2 .. .. delivery as required	...	...	...	" "	9/3	15/3	26/- ..
5 .. ..	...	...	...	" "	9/-	15/-	25/6 ..

£5 Contracts (approximately 10 gross assorted). Display unit provided and charged at 5/-, but credited on completion of Contract.

VARIETIES (s—small; m—medium; l—large)

Basilicon (s,m). Boracic (s,m,l). Borax and Honey (s). Camphor Ice (s,m). Carbolic (s,m). Chilli Paste (s). Coconut Oil (s,m,l). Cold Cream (s,m,l). Lanoline (s,m). Marshmallow (s,m). Sulphur (s,m,t). Venice Turps (s). White Precipitate (s,m). Zinc (s,m,l).

# AYRTONS (AND AT DUBLIN) LIVERPOOL

# BRYLFOAM SHAMPOO

*Regd. Trade Mark*

## IMPORTANT ANNOUNCEMENT

by

**The County Perfumery Company**

## BRYLFOAM IS NOT SOLD BY CHAIN STORES OR GROCERS

When you introduce this original shampoo in a tube to your customers you can be sure that they will only obtain further supplies from a hairdresser or chemist. Unlike many other shampoo manufacturers, the makers of BRYLFOAM decline to supply Chain Stores, Grocers, etc. Push and display BRYLFOAM and be safe in the knowledge that the County Perfumery Co. will do everything possible to assure your trade getting the repeat sales.

BRYLFOAM deserves your support because :—

- ★ IT IS A STRONGLY ADVERTISED LINE . . . watch the papers.
- ★ SALES ARE EXPANDING RAPIDLY . . . remember Brylcreem.
- ★ IT IS THE BEST SHAMPOO, try it, compare it and judge for yourself.
- ★ IT CARRIES A BETTER PROFIT . . . start pushing it TODAY.

# BRYLFOAM

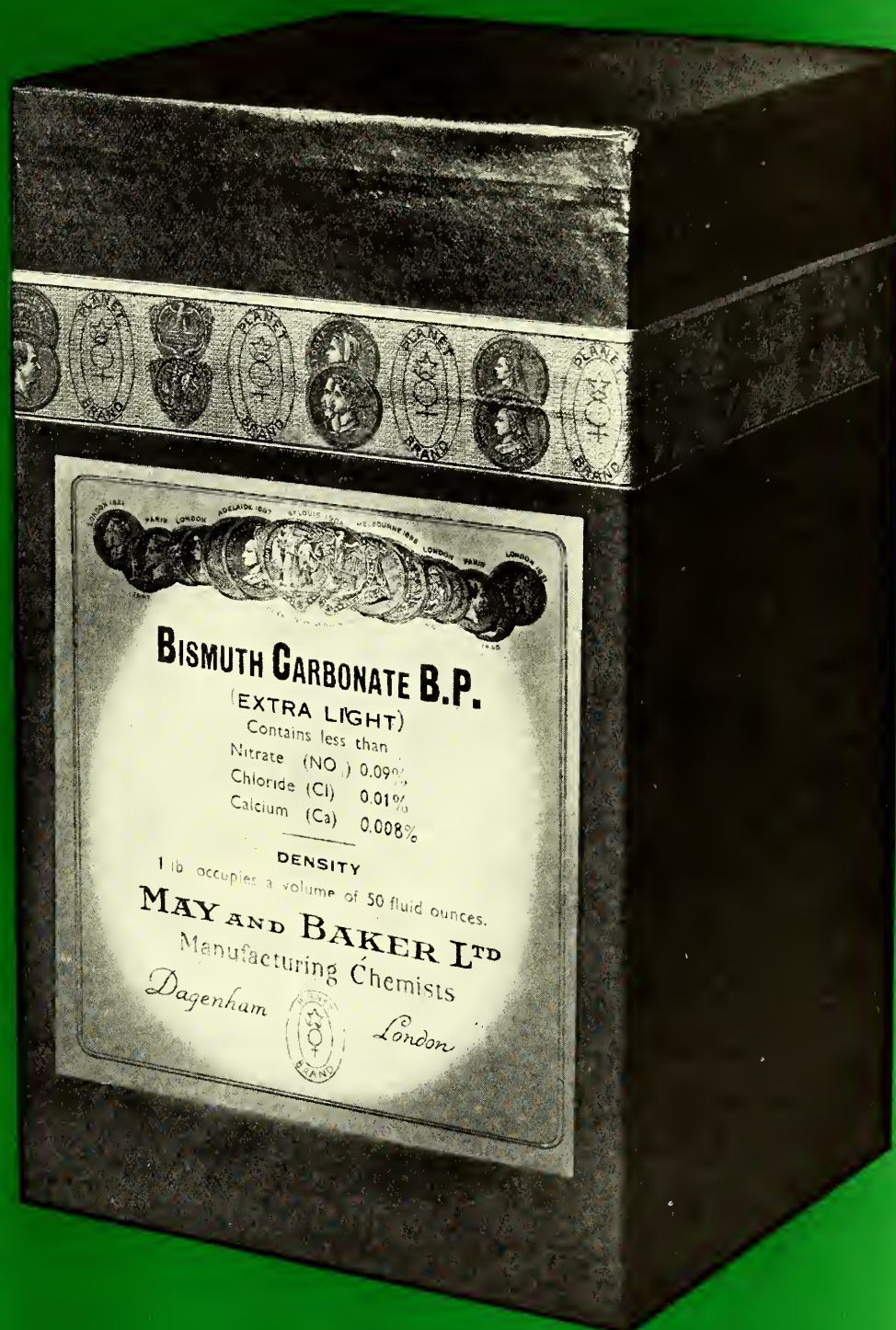
## IS YOUR LINE

**THE COUNTY PERFUMERY COMPANY — MAKERS OF BRYLCREEM**



# Dispense **BISMUTH MIXTURE**

For DIGESTIVE TROUBLES IN ADULTS AND CHILDREN



For guaranteed purity and uniform whiteness and bulk  
always specify:—**BISMUTH CARBONATE B.P.**  
**MAY & BAKER Ltd. Dagenham**

Telephone ILFORD 3060



# These Booklets

*stimulate your  
sales*

Ask  
**FOR A  
FREE  
COPY**

*Hygiene  
for  
Women*

by  
NURSE DREW

of this  
Booklet -

**"HYGIENE FOR WOMEN"**

Containing  
FACTS about

**RENDELLS**

*Ask us for a supply  
direct.*

**W. J. RENDELL LTD.**

HARDWICK HOUSE, 161-5, ROSEBERY AVENUE, LONDON, E.C.1.





# COVERMARK

Although many high-class Chemists have grasped the possibilities of COVERMARK there are still a few more we should like to interest. Overleaf is a short resumé on how to sell . . . .

**COVERMARK . . . .** PLEASE TURN OVER ➡

SOLE CONSIGNEES :

**J. GAW & COMPANY, 65 HATTON GARDEN, E.C.1**



**FOUR THINGS TO REMEMBER :**

1 . . . . Sell **CoverMark Cream** for all blemishes on women. CoverMark in addition to concealing birthmarks, etc., completely hides large dark freckles, broken capillary veins, and the over-ruddy complexion of the outdoor woman. It is a blessing to those troubled with red noses or dark shadows under the eyes. It immediately disguises black eyes.

2 . . . . If a blemish is around the Eye, Chin, Cheeks or Nose . . . . **SELL** also the CoverMark Complexion Cream. This must accompany the CoverMark so as to restore the natural shadows covered by CoverMark.

3 . . . . If the blemish cannot be seen, ask the customer where it is located, as **you** must select a shade that **matches the skin surrounding** the blemish. Select shade from our sample kit.

4 . . . . Important! Powder **must also match the fair skin surrounding the blemish**. Remember that the powder is applied to the CoverMark while it is moist, and a moist base always turns the powder a shade darker. After the powder has dried the CoverMark, a darker powder can then be applied if so desired.

**INSTRUCTIONS****A. FOR SMOOTH BLEMISH ON FACE.**—Sell CoverMark, Complexion Cream.

1 . . . . Start with a clean skin—free of all creams or grease.

2 . . . . CoverMark must match the skin surrounding the blemish.

a . . . . If blemish covers one side of face, you must match the skin surrounding the lower part of the jaw-bone.

b . . . . If the blemish is on the forehead, it should match the colouring on the forehead.

c . . . . If the blemish is on the eyelid or directly under the eye, **only**, take into consideration that in selecting a shade you must remember that the eye-shadow over the eyelid and under the eye is darker than the rest of the skin and select the shade that will cover the blemish and still match the eye-shadow.

3 . . . . Use CoverMark like paint, making sure to put on **enough** so that none of the discolouration shows through.

4 . . . . In applying the CoverMark, rub it well into the skin and then **gently** smooth it over the blemish, taking it an **inch beyond** the edges of the blemish on **all** sides . . . . We do this so that we can fade the CoverMark into the fair skin, **without fading any off the blemish itself**.

5 . . . . Now take a small amount of the Complexion Cream and rub it into the CoverMark under the eye, over the eye, along the side of the nose and a little under the nose to replace the normal shadows that were covered when the blemish was concealed with CoverMark. This is **vitaly** important, as one will look unnatural if they do not restore the normal shadows.

6 . . . . As soon as the application is complete and the edges faded into the skin, immediately **PAT** on plenty of powder and permit the powder to stay on for about five minutes before **PATTING** off the excess powder.

7 . . . . The powder must match the fair skin surrounding the blemish. If a darker powder is used on the wet base, it will turn the CoverMark much darker and it is advisable to select a neutral tone of powder that will not change the colour of the CoverMark. After the CoverMark has been dried with the powder that matches, a darker powder may then be used if so desired.

8 . . . . If rouge is desired, one must use **dry rouge**. It is very important to keep away from any colour that contains purple, as the purple will bring out the blemish, even through the CoverMark. The dry rouge is applied by first **patting** on a little powder where the rouge is to be applied, and then very, very **gently** pat on the dry rouge with a piece of cotton. Do not use the pad that comes in the rouge box, as this is too rough in texture.

9 . . . . **During the day**, as the nose becomes shiny from perspiration, so will the CoverMark, and about every two or three hours, it is necessary to **PAT** on powder over the entire face and immediately **PAT** it off again. This dries the CoverMark and settles it for another two or three hours.

**B. FOR ROUGH AND RAISED BLEMISH ON FACE.**

1 . . . . In applying CoverMark to a raised blemish, one must remember that the weight of the finger takes the CoverMark off the raised part as one applies it. Therefore, one must follow the above instructions for applying Covermark to a blemish on the face, and **then** go back and **very gently PAT** on extra CoverMark where the blemish still shows through.

**C. FOR ALL BLEMISHES THAT ARE NOT ON FACE.**

1 . . . . Only CoverMark itself is required, but be sure to use a powder that matches the fair skin to dry the CoverMark.

**D. COMPLEXION CREAM (same material as CoverMark).**

1 . . . . Used only on face over the CoverMark to replace the normal shadows that have been covered by the CoverMark. Comes in waterproof form for the Waterproof CoverMark and in greaseless form for the Regular CoverMark.

**E. ALL-OVER OR EVENING MAKE-UP.**

1 . . . . CoverMark is unexcelled as an all-over make-up, because once applied it will remain intact until removed and will not flake off.

2 . . . . Any colour can be used, for whatever colour one selects, that will be the tone of the skin. Should one desire a pale complexion, the lighter tones are suggested. But if one has a sallow skin, we suggest a peach or the dark shades, which will give to the skin a healthy glow and a wholesome radiance.

3 . . . . Take a small amount of CoverMark cream and spread it quickly over the entire area. Powder and rouge over this, but make sure to always **PAT** on the powder and do not apply the rouge until the CoverMark is thoroughly dry.

4 . . . . CoverMark absolutely prevents sun and wind burn, and when wearing CoverMark one will not freckle or tan through it.

**F. THINNING LOTION.**

1 . . . . This is not a necessity unless one has let the CoverMark become thick at the base of the jar. The addition of a drop or two of the Thinning Lotion will restore the CoverMark to its original state. Used only with regular CoverMark.

**G. REMOVING COVERMARK.**

1 . . . . CoverMark is removed with CoverMark Remover or any good **liquefying** cleansing cream.

**H. COVERMARK SPOT-STIK.**

Whereas CoverMark Cream has been prepared especially for concealing large blemishes, the **SPOT-STIK** is for the occasional pimple or minor blemish. Apply enough Spot-Stik to cover pimple or small mark. **DO NOT RUB**. Merely **PAT** the edges into the fair skin and dry with powder. The Spot-Stik is **waterproof**. Three shades: Light, Medium and Dark.

**I. LEUCODERMA AND VITILIGO (Brown and White Patches).**

Leucoderma and vitiligo are the most common blemishes and are more prevalent in the warm months. When choosing your shade, do not make the mistake of trying to make the light spots dark. One should select a shade that matches the general colouring of the skin, and cover **BOTH** the brown and white spots at the one time. It is the brown area that needs more CoverMark. CoverMark is excellent for this purpose, for it not only covers the spots but protects the skin from wind and sun, thus preventing the pigment from spreading further.



# FACE SQUARES

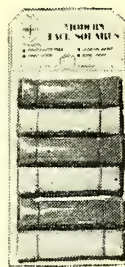
BY

# FENTON

PATENT DISPLAY STAND



No. 984



No. 986



No. 987



No. 981

are definitely more suitable for the Chemist and Toilet Trade. Designed and produced by this famous house which has specialised in exclusive toilet textiles for many years, Fenton Face Squares have just that correct atmosphere which comes from being created by toilet-minded people. They do not look mere intruders on the toilet counter like so many face squares possibly originating from interests which study an entirely different trade.

CREATED BY TOILET - MINDED PEOPLE

## ★ THE FAMOUS FOUR

No. 986. Solid Colours, Dainty Assortment,  $12'' \times 11\frac{1}{2}''$  - - 4/- doz.

No. 987. All White. Overlocked in Colour,  $12'' \times 11\frac{1}{2}''$  - - 3/- doz.

Packed each in Cellophane, 1 dozen, on Patent Display Stand

No. 981. Special Soft Finish. Pastel Designs,  $11\frac{1}{2}'' \times 11\frac{1}{2}''$  - - 4/- doz.

No. 984. Luxury Large Square. White and Coloured Border,  $14'' \times 14''$  - - - - - 5/- doz.

Packed each in Printed Cellophane, 1 dozen in Display Outer

**SPLENDID VALUE      EFFECTIVE DISPLAY**

**ORDER THROUGH YOUR WHOLESALE**

A sample selection from our wide range of squares  
at all prices, sent with pleasure

**THE FENTON MANUFACTURING  
CO., LTD.**

Head Offices and Showroom :

**13 Bartlett's Buildings, Holborn Circus  
LONDON, E.C.4**

PHONE : . . CENTRAL 9836 (6 lines)

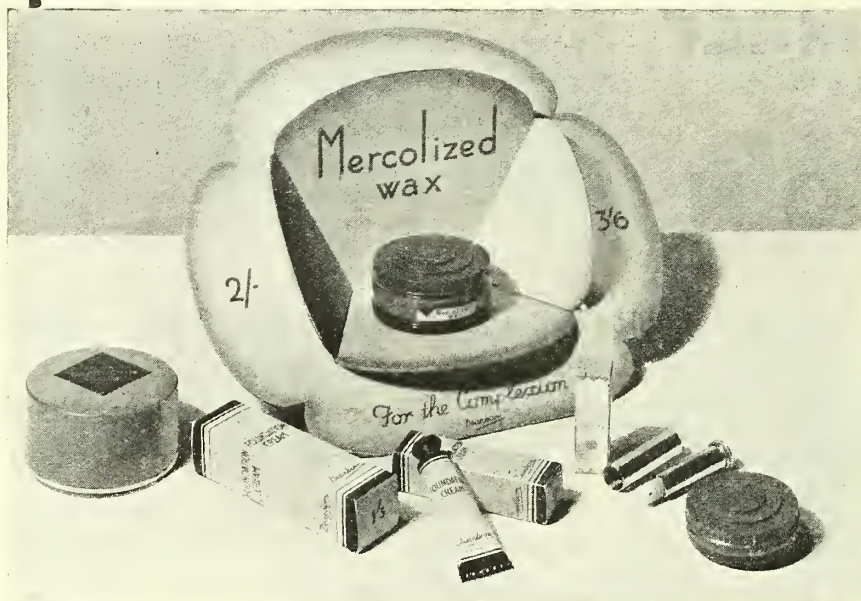
FACTORIES : LONDON AND LANCs





BIGGER PROFITS ON

# Mercolized Wax



MERCOLIZED WAX  
16/- 28/- 2/- 3/6  
per doz. retail

COMPLEXION POWDER  
14/- per doz. 1/9 retail

POWDER CREAM  
8/- per doz. 1/- retail

FOUNDATION CREAM  
6/- 10/- 9d. 1/3  
per doz. retail

LIP STICK  
28/- per doz. 3/6 retail

A BONUS of 10% on £3  
assorted orders is offered  
for a display of MERCOL-  
IZED WAX.

Excellent Show Material  
and Counter Booklets on  
request.

**Dearborn (1923) Ltd. 37 Gray's Inn Road, London, W.C.1**

TELEPHONE : HOLBORN 9669

## EUCRYL DENTIFRICES

**BOUGHT ON DISPLAY TERMS  
YIELD -**

PROFIT ON  
SELLING PRICE

**43%**

PROFIT ON  
BUYING PRICE

**75%**

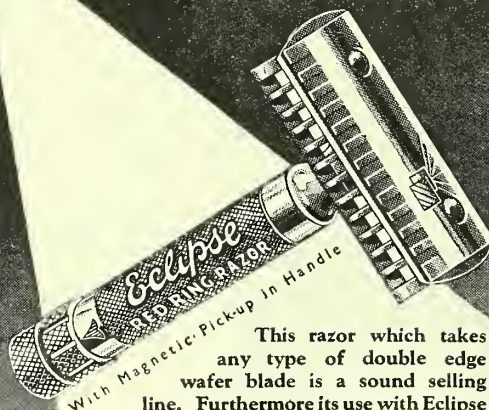


SHOWCARDS  
ON REQUEST



**EUCRYL LTD. MANUFACTURING CHEMISTS SOUTHAMPTON**

## The razor for the connoisseur



This razor which takes any type of double edge wafer blade is a sound selling line. Furthermore its use with Eclipse Super Blades gives that high degree of Shaving Comfort which earns for the dealer an indisputable reputation for quality.

Retail Prices:-  
10/6, 5/6, 3/6  
Blades 5 for 1/8



**RAZORS  
and BLADES**

Obtainable from your usual Wholesaler  
or direct from the Sole Manufacturers:

**JAMES NEILL & CO. (SHEFFIELD) LTD., SHEFFIELD 11.**

E.125



# Announcing a VINOLIA REFILL

**FOR THE  
BAKELITE  
DRAINER  
CASE**

**—SELLING AT**

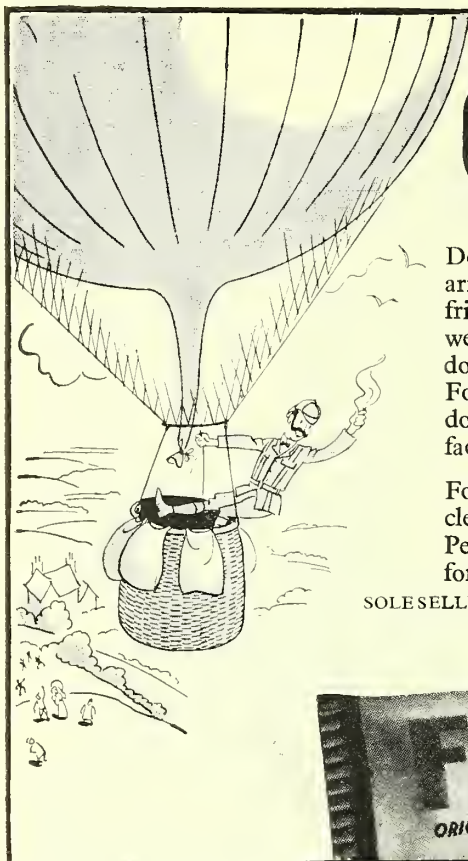
**7<sup>1</sup>/<sub>2</sub>d.**

AND it is a good idea which—ever way you look at it. For one thing, it will ensure more repeat sales to buyers of the ninepenny pack (6614). And for another—it means you can now offer to the man who isn't particular about having a drainer case, a really first-class stick for 7<sup>1</sup>/<sub>2</sub>d. (6615). Effective display box with every order. Particulars of special display offers on application.



★ Please supply this improved pack to all customers asking for PREMIER STICKS





# GOING UP?

Do you want to join the large army of chemists whose dentifrice sales are rising week by week? Then all you have to do is to stock and display Forhans. Sounds simple, doesn't it? Well, in point of fact it is simple.

Forhans "Does both jobs—cleans teeth: saves gums." People are realising their need for 'double protection' and

they are buying Forhans wherever they see it displayed.

Forhans compelling display material in your shop will remind your customers of all they have read in the Forhans advertisements, and they will buy their Forhans from you—and keep on buying. And that, when you can make as much as 40 per cent. clear profit on every sale, is trade worth fostering!

SOLE SELLING AGENTS: STEMCO LTD., 128, ALBERT STREET, CAMDEN TOWN, N.W.1.



**COCOANUT OIL SOFT SOAP**  
**SEED OIL SOFT SOAP**  
**LIQUID SHAMPOOS**  
**LIQUID TOILET SOAP BASES**

**W. M. DELF & CO.**

*Soap & Disinfectant Manufacturers*

**DELCO WORKS, RICE LANE, LIVERPOOL**

Telegrams: "Glycerine, Liverpool."

**STYPTIC PENCILS**  
**ALUM CONES**

LARGEST MANUFACTURERS IN THE COUNTRY  
 LIPSTICKS, EYEBROW PENCIL, FACE POWDER, SHINE WITH STYPTIC

We specialize in Manufacturing for the Trade.  
**E. DURSTHOFF LTD. 208, STEWARTS ROAD, LONDON, S.W.8.**  
 PHONE: MACAULAY 4481/2 GRAMS PEAHEN, CLAPROAD, LONDON

THE  
**"Lady Nicotine"**  
 Regd.  
 A popular Ladies' Brush

HARD WHITE  
 HARD YELLOW

"Lady of Routine"

**W. R. TILBURY & SON**  
 47 Frampton Park Rd., London,  
 Est. 1880 E.9

## PATENTS AND TRADE MARKS

There are many worrying difficulties to be overcome in connection with the Registration of Trade Marks and the grant of Letters Patent which members of the Retail and Wholesale Drug Trade can avoid by consulting efficient agents who would undertake all the trouble for an inclusive fee and obtain protection in the United Kingdom and abroad. Advice in the first instance free.

PROTECTED AT HOME AND ABROAD  
 BOOKLETS GRATIS

**REGINALD W. BARKER & Co.**

56 LUDGATE HILL, LONDON, E.C.4

Telephone: City 5140.



**Autumn**  
LAMBELLE  
**Crocus**

**THE NEW PERFUME WITH  
THE POPULAR APPEAL!**

## Special Bonus Offers

These Special Bonus Offers are arranged so as to encourage you to stock Autumn Crocus in time for the launching of our Great Press Publicity Campaign.

### OFFER No. 1

#### ORDER VALUE £2

Assorted to customers' own selection. Will receive Bonus of Four 1/3 size FREE. Plus one extra 1/3 size free for each unit of 10/- over £2 up to £5.

### OFFER No. 2

#### ORDER VALUE £5

Assorted to customers' own selection. Will receive Bonus of Twelve 1/3 size FREE. Plus one extra 1/3 size free for each unit of 8/4 over £5 up to £10

### OFFER No. 3

#### ORDER VALUE £10

Assorted to customers' own selection. Will receive Bonus of Thirty 1/3 size FREE. Plus one extra 1/3 size free for each unit of 6/8 in excess of £10.

Autumn Crocus is a high-class, attractively packed perfume retailing at only 1/3, 3/- and 5/- per bottle.

#### TRADE TERMS:

**10/-, 24/-, 40/-**  
**PER DOZEN**

Obtainable from your usual wholesaler.

All Offers are subject to Additional Discount of 5 per cent. for 14 Days' Window Display and further 5 per cent. for cash with order.

**THIS OFFER DEFINITELY CLOSES ON SATURDAY, 26th MARCH, 1938**

LAMBELLE LTD., 40 STATION ROAD, REDHILL, SURREY

**THE  
NEW  
6d.  
TUBE**



## MAKES NEW RECORD SALES

It's the same efficient brushless shaving cream in a new size pack. It's handy—its price is so conveniently right for the public that Morning Pride still marches ahead to new record sales. Include the new 6d. size with your next order, display it on your counter and see your sales fly higher and higher.

**FREE!** For your own personal satisfaction send for trial sample **FREE** on application to the distributors.

**MORNING PRIDE**

**THE RAZOR READY BRUSHLESS SHAVING CREAM**

PRODUCT OF FAIRY DYES LTD., PHARMACEUTICAL DEPT.

Tubes retailed at 6d. and 1s. - Jars 1s. 6d.

SOLE DISTRIBUTORS: FASSETT & JOHNSON, LTD., 86 CLERKENWELL RD., LONDON, E.C.1

see them at stand A.751 **GRAND HALL OLYMPIA B.I.F.**

*NERISSA* Regd.  
MADE IN ENGLAND  
**POWDER  
PUFFS**  
OF ALL KINDS

and New Lines—

*NERISSA* Regd.  
MADE IN ENGLAND  
**REAL LAMBSKIN  
FLAPJACK PUFFS**

**Portia**  
Regd

**WATERPROOF  
TOILET GOODS,  
SPONGE BAGS,  
HOLDALLS, Etc.**

AND

**SPORTS EYESHADES**

*Watersprite*  
MADE IN ENGLAND

**NON-STRETCH  
FACE-  
CLOTHS**

**'BEAUTYPADS'**

6 Washable Velour Pads  
in bright colours on a  
card enclosed in trans-  
parent wrapper. Retail at  
6d. packet.

Phone { OFFICE—Clerkenwell 2472 (3 lines)  
B.I.F.—Fulham 9505

**SOLPORT**  
BROTHERS LIMITED

184/192 GOSWELL RD.

LONDON E.C.1

**WE MAKE SHAVING  
BRUSHES FROM  
SUPERFINE BADGER  
TO PURE HOG**

ASK YOUR WHOLE-  
SALER FOR THIS  
ATTRACTIVE DISPLAY  
STAND AND OUR KEEN  
PRICE CATALOGUE

OR WRITE DIRECT TO

**FORSTER  
BRUSHES LTD.**  
**15 HATTON WALL  
HATTON GARDEN  
LONDON, E.C.1**

'GRAMS: SUBRUSCO, SMITH,  
LONDON

'PHONE: CHANCERY 8631  
CABLES: SUBRUSCO, LONDON

ESTABLISHED 1840





# BONUS OFFER

ON

# KEMDEX

## THE OXYGEN DENTURE CLEANSER



KEMDEX is supplied in screw cap sealed bottles, attractively cartoned, in two sizes, retailing at 1/- and 2/6.

The specially designed bottle ensures laboratory freshness and activity until the last measure is used and completely safeguards the stockist against the inconvenience of stock deterioration due to absorption of moisture. KEMDEX is in every sense a quality product.

To the list of well-known proprietaries owned and manufactured by Scott & Bowne Ltd., has now been added KEMDEX—The Oxygen Denture Cleanser.

Clinical and laboratory tests have demonstrated conclusively that KEMDEX is the most dependable and effective denture cleanser on the market.

It is used and recommended by leading members of the Dental Profession and has their complete confidence.

KEMDEX offers the trade a unique opportunity to recommend a really first-class product in this rapidly growing field of denture cleansing preparations.

## ONE MONTH BONUS OFFER

During March each dozen KEMDEX, carriage paid, will be charged as  $\frac{1}{2}$ ths less  $33\frac{1}{3}\%$  on Direct orders only, provided the order totals £2 nett (or £3 retail value). That is 5 dozen 1/- size or 2 dozen 2/6 size or a mixed parcel totalling £2 nett (or £3 retail value).

*Manufactured by*

# SCOTT & BOWNE LTD.

10 STONECUTTER STREET,  
LONDON, E.C.4

MAZDA

They stay  
brighter longer

MAZDA  
LAMPS

3750



MADE IN ENGLAND

THE BRITISH THOMSON-HOUSTON CO. LTD.  
CROWN HOUSE, ALDWYCH, LONDON, W.C.2

WARDONIA

A CLOSE, CLEAN  
QUICK SHAVE  
EVERY DAY

Your customers will prefer the fine shaving qualities and long life of Wardonia Barrel-Hole Blades. Order **NOW**—large range of display material free. Blades retail 4 for 1/- and 10 for 2/6. Cost 21/- per box of 120 blades.

Sole Makers: **THOMAS WARD & SONS, LTD.**,  
Wardonia Works, Sheffield, 1



## British Optical Institute, Ltd.

(College of Optics)

Fern Lodge, Grove Road, Brixton, S.W.9

COMPLETE TRAINING for the SIGHT-TESTING OPTICIAN

Full-time and Part-time Courses, covering the preparation for both the F.B.O.A. and F.S.M.C. examinations, and including **clinical work**, are conducted under the personal direction of the Principal, Mr. G. W. Colebrook, F.B.O.A. (Hons.), F.S.M.C. (Master's prizeman).

Recognised by the B.O.A. as a training centre for all sections of the Fellowship examination.

For full particulars apply to: **The Principal.**

Telephone: Reliance 3677.

## RECOGNISED OPTICAL QUALIFICATION

The next examination for the Fellowship Examination of the National Association of Opticians will be held at Edinburgh on May 24th, 25th & 26th, 1938

REVISED SYLLABUS, &c.

SECRETARY, N.A.O., 130 Princes Rd., Liverpool 8

## OPTICAL TUITION

FOR THE

S.M.C., B.O.A. and N.A.O. DIPLOMA Examinations

Particulars:—

**G. A. SCURR**, F.S.M.C., F.B.O.A., F.N.A.O., F.I.O., F.C.O., M.P.S.

50 HIGH STREET, BARNET, LONDON, N.

## LIVERPOOL SCHOOL OF PHARMACY

Blackburne Place, Liverpool 8

Principal—

H. HUMPHREYS-JONES,  
F.I.C., F.C.S., Ph.C.

PREPARATION FOR THE  
PRELIMINARY SCIENTIFIC  
AND QUALIFYING EXAMS.

OF THE  
PHARMACEUTICAL  
SOCIETY.

Book early for the October  
1938 Session.

Full particulars from the Principal





# KEMPE'S ENGINEER'S YEAR BOOK

44th **1938** Edition

For the **ENGINEERING, CHEMICAL** and **ALLIED INDUSTRIES**



*Contains 2,600 pages of invaluable information for every engineer, manufacturer and technician.*

This the 44th EDITION of KEMPE'S has been ENTIRELY REVISED, much new matter added and out - of - date information eliminated.

It is, therefore, more than ever necessary that KEMPE'S—of yearly increasing value as a work of reference—should be at the side of every Engineer wherever he may be.



*Obtainable from the Manager*

**KEMPE'S ENGINEER'S YEAR BOOK**  
28 ESSEX STREET, STRAND, LONDON, W.C.2

Telephone: Central 6565 ..... or any Bookseller

*The Outstanding Bronchial Pastille of Recognised Merit and Popularity*

# VOX BRONCHIAL PASTILLES



## ATTRACTIVE DISPLAY MATTER

8-lb. lots 2/6 per lb. 14-lb. lots 2/3 per lb. 28-lb. lots 2/- per lb.  
With Free 2-lb. Counter Glass Show Jar.

## ATTRACTIVE WINDOW DISPLAY MATTER

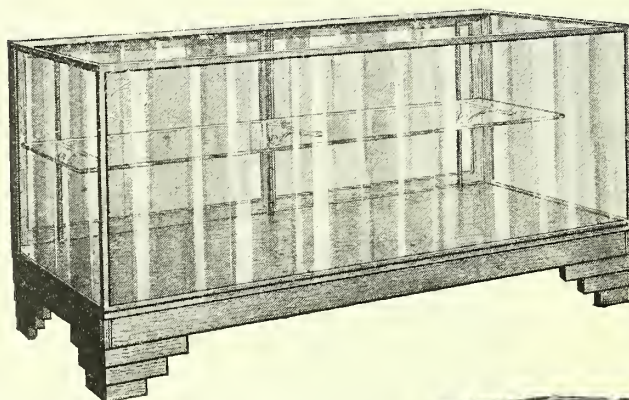
12 doz. 2-oz. Cartons, 2 doz. 4-oz. Cartons, free per 28 lb. The formula is printed on every carton. Special quotations for 56-lb. and 1-cwt. lots.

## VOX PASTILLES in Tins

Small 4/6 per doz., 48/- per gross. Large 8/6 per doz., 96/- per gross

# THOS. GUEST & CO. LTD.

Manufacturing Chemists, **CARRUTHERS ST., MANCHESTER 4** London Warehouse: 15 & 16 Jewry St., E.C.



*Increase your  
SALES—  
with these Glass  
Counters*

No. CDF 5260 R Glass Counter. 6 ft. long x 3 ft. high x 2 ft. deep. Glazed 1/2-in. drawn plate glass, sliding glass doors at back. One row of 12 in. glass shelves. Polished Light Oak, £8.15.0. Mahogany finish, £9.0.0.

Send for our Catalogue No CD 1755/1810.

*Gladly Supplied on  
Graduated Payment Terms*

No. CDF 5283 R Quickserving Counter. Fitted 20 trays, each with glass front. Drawn plate glass throughout. 6 ft. long x 3 ft. high x 2 ft. deep. Polished Light Oak £14.10.0. Mahogany finish £14.15.0.

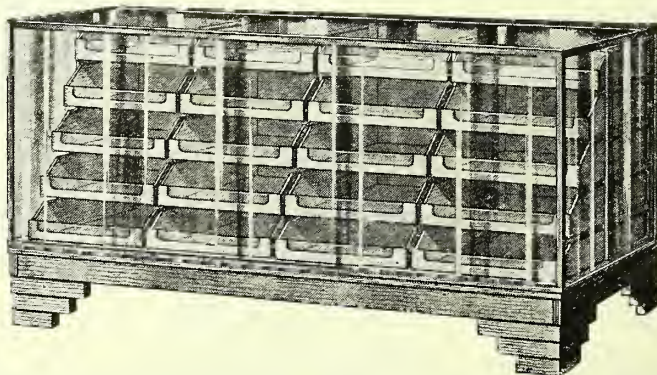
Fully illustrated list No. CD 1755 of Display Stand Showcases etc., free on request.

**DUDLEY & COMPANY LTD.**  
HOLLOWAY, LONDON, N.7

Holloway Showrooms:  
451 HOLLOWAY ROAD, N.7

'Phone: Archway 4221 (10 lines)

City Showrooms: 65 FORE STREET, E.C



— Carriage Extra —



# 'PHYLLOSAN'

BRAND OF CHLOROPHYLL TABLETS

## 13-to-the-dozen BONUS OFFER

TELEPHONE  
EUSTON 4343 (24 h. '165')  
PRIVATE EXCHANGE

TELEGRAMS  
PHARSALIA PHONE  
LONDON

TRADE MARK  
**Sangers**  
LIMITED

Wholesale Chemists & Druggists, Sandriesmen

258, EUSTON ROAD, LONDON, N.W.1.

25th February, 1938

IN YOUR ANSWER PLEASE  
REFER TO  
P.B. 2/38

'PHYLLOSAN'  
BRAND OF CHLOROPHYLL TABLETS

Dear Sir,

### THIRTEEN-TO-THE-DOZEN BONUS OFFER

Qualified pharmacists are again enabled to increase their profit on 'PHYLLOSAN' brand TABLETS to the attractive ratio of **OVER 34% ON TURNOVER!**

Their ever-increasing reputation, coupled with persistent and dominant national advertising, assures a steadily growing sale for 'Phyllosan' tablets, and the advantage of ordering the MAXIMUM QUANTITY on these profitable THIRTEEN-TO-THE-DOZEN terms is obvious.

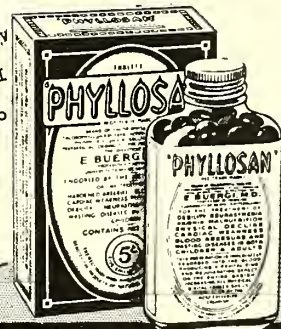
'Phyllosan' advertising will be intensified during the next few months. The next DAILY MAIL whole FRONT PAGE appears March 17th, and there will be full-pages and other large spaces every week in all the most influential national media. Take full advantage of this national publicity by displaying our new WINDOW SHOWCARD and compact metal COUNTER DISPLAY CONTAINER, supplied free with each bonus order. Results will prove their selling power. We also particularly invite your acceptance of our FREE WINDOW DISPLAY SERVICE.

**CLOSING DATE is MARCH 25th, 1938**

The enclosed Bonus Order Card MUST be used, please! Help our dispatch department by ordering as soon as possible. No order can be accepted on bonus terms after March 25th.

Yours faithfully  
SANGERS I  
Sole Distributor

**Closing  
MARCH 25**





# PRECIPITATED CHALK

**LIGHTEST—MEDIUM—DENSE.**

And All Other Grades To Suit Every Purpose.

Prepared Chalk B.P. and Powdered Talc.

'Phone: Mansion House 7300. Tel. Add.: "Levermore, Phone, London."

**A. LEVERMORE & CO. LTD.**

110 CANNON STREET, LONDON, E.C.4.

ABC Codes.  
6th Edition

For all grades of  
SAMPLES & PRICES for  
prompt delivery write:

**CRODA LTD**  
GOOLE - YORKS

Phone: Rawcliffe 40 & 41. Grams: Croda, Goole.

LONDON OFFICE:  
BURNLEY HOUSE,  
N.W.10

*Olive Oil*



## PROSIT



**NATURAL PINE BATH COCKTAIL**

Refreshing to mental or physical fatigue, helps rheumatism

20 oz. Beakers 20/- 8 oz. Bottles 10/-

PROSIT PRODUCTS LTD., 20 Back of THE PANTILES ...  
TUNBRIDGE WELLS

### A.B.C. of CANINE AILMENTS

This famous, concise, shilling guide is being re-issued with latest formulæ and hints on diagnosis. Invaluable to pharmaceutical chemists. Sent free (for 6d. stamps to cover packing and postage) if ordered before publication.

A.B.C., NATIONAL CANINE DEFENCE LEAGUE  
Victoria Station House, London, S.W.1

REGULARLY ADVERTISED AT PROTECTED FIXED RETAIL PRICES

**DR. LANE'S CATARRH CURE**

AND

**NATURE'S HERBAL OINTMENT**

12/- 28/9 & 48/- per doz.

Supplied from stock by your usual wholesaler

THE TEASDALE CHLORODYNE CO., FITZWILLIAM STREET, HUDDERSFIELD

## GLYCERINE

The Purest Quality on the Market. Produced by  
**THOMAS HEDLEY & CO. LTD., TRAFFORD PARK**  
Chemically Pure B.P. Pale Straw.

Sole Distributors:

FREDK. BOEHM LTD., 17 Jewry Street, London, E.C.3.  
and 140 West George Street, Glasgow.

**WILLIAMS' Shaving Preparations**  
**KHASANA Lipstick & Blush Cream**  
**SILVIKRIN Hair Treatments**  
**KEMDEX Denture Cleanser**

Sole Distributors:

**SCOTT & BOWNE, LTD.**  
10/11 STONECUTTER ST., LONDON, E.C.4

Display Cards and Cartons of 1 doz. 6d. Tubes. Display Cartons of 1 doz. 1/- Tubes. Aluminium Containers 2/6.

Also OINTMENT In Tubes 6d. & 1/-

**ROZALEX**  
KEEPS HANDS CLEAN

PREVENTS CHAPPED HANDS

From wholesaler or direct. Show matter and literature supplied on request to  
**ROZALEX LTD., CROSS STREET, MANCHESTER**

### DOLS' VOLATALISE FLANNEL

indicated in all cases of

**RHEUMATISM**  
**NEURITIS, SCIATICA**  
**LUMBAGO, Etc.**

Measurement charts, interesting literature and details of attractive terms gladly sent on application.

**DOLS VOLATALISE FLANNEL LTD.**

VIADUCT STREET, HUDDERSFIELD

**POUDRE TOKALON**  
THE MOST POPULAR FACE POWDER IN THE WORLD  
Always heavily advertised. Easy to sell.  
All products guaranteed.  
TOKALON LTD., Chase Road, London, N.W.10

**HIGHLY PROFITABLE**  
Is "Plastrodine" prominently displayed on your counter? If not you are missing the business which constant advertising to the public is creating. "Plastrodine" is the modern form of Iodine. On attractive display cards from your wholesaler.

**Safety First**  
**PLASTRODINE**  
First Aid  
**IODINE LIQUID PLASTER**  
Made by:  
DUKE PHARMACEUTICAL CO., Duke St., Liverpool

**TRIBASIC PHOSPHATE of SODA**  
FREE RUNNING WHITE POWDER

Price and sample on application to:

**PERRY & HOPE LIMITED**  
NITSHILL - GLASGOW

## BOTTLES

**AMMONIA OVALS**  
**MEDICALS, POISONS, PANELS,**  
**VARNISHES, OR ANY OTHER KIND**  
CAN BE BOUGHT CHEAPEST FROM THE MAKERS  
**Wm. HANSON & SONS Ltd. ROSEGROVE, BURNLEY.**

**FORSTERS** & VAPOURISERS  
**FENOLIN** for Whooping Cough  
**FLUID** Hall, Forster & Co., Ltd.  
Newcastle-on-Tyne.  
ON P.A.T.A. 491.11(3) 11/-

## TREBLES

SHOP FITTERS  
SHOP FRONT BUILDERS

PHARMACY FITTERS for over a Century

549a Lea Bridge Road, Leyton, London, E.10



**JUST A REMINDER !****Have you tried "Potter's" ?**

IF YOU ARE A BUYER OF LARGE OR SMALL QUANTITIES  
OF THE UNDERMENTIONED PREPARATIONS YOU WILL  
DO WELL TO ASK US FOR PRICES AND SAMPLES :—

<b>APIOL, B.P.C.</b> LIQUID—GREEN	<b>INSECT POWDER</b> OWN GRINDING from closed Dalmation Flowers
<b>CLOVE OIL</b> 90% Eugenol. Distilled at our works from finest Zanzibar Cloves	<b>IODOFORM, B.P.</b> POWDER, PRÆCIP. or CRYSTAL
<b>CITRATES</b> POTASS. CIT. SODÆ CIT. FERRI ET AMMON. CIT.	<b>JALAP RESIN, B.P.C.</b>
<b>Ferri et Ammon Cit., B.P.</b> IN FINE SCALES OR GRANULES <i>Remains clear when dispensed with Mag. Sulph.</i>	<b>ESSENTIAL OILS</b> ENGLISH DISTILLED or IMPORTED
<b>EUGENOL and ISOEUGENOL</b>	<b>OIL OF NUTMEG, B.P.</b> OUR OWN DISTILLATION
<b>Ext. Cascara Sag., B.P.</b> GRAN. for tablet makers	<b>OIL OF CROTON, B.P.</b> OUR OWN PRESSING
<b>EXT. FILICIS, B.P.</b> OLEO-RESIN MALE FERN	<b>SCAMMONY RESIN, B.P.</b> LUMP or POWDER
<b>ERGOT. PRÆP., B.P.</b> AND OTHER ERGOT PREPARATIONS	<b>TEREBENE, B.P.</b>
<b>EXTRACTS</b> SOLID, POWDER or FLUID	<b>POWDERED DRUGS</b>

**Potter and Clarke, Ltd.,**

**60-64, ARTILLERY LANE, LONDON, E.1**

'Phone : B1Shopsgate 4761 (6 lines)

'Grams : Horehound, Phone, London

**77, DANTZIC STREET, MANCHESTER, 4**

'Phone : B1Ackfriars 1734

'Grams : Horehound, Manchester



*Bridge the Gap between  
Producer and Buyer*

WITH

**FASSETT & JOHNSON LTD**  
**SOUTH AFRICA**

**HEADQUARTERS · CAPE TOWN**  
**BRANCHES & DEPOTS**  
**JOHANNESBURG · DURBAN**  
**AND NOW BULAWAYO**

**SPECIALISTS IN THE MARKETING**  
**OF**  
**PROPRIETARIES: BRANDED GOODS,**  
**PHARMACEUTICAL PREPARATIONS,**  
**TOILET REQUISITES**

**LET AN EXPERIENCED ORGANIZATION**  
**SOLVE YOUR DISTRIBUTION PROBLEMS**

**SIMILAR FACILITIES**  
**ARE AT YOUR DISPOSAL IN**  
**THE HOME MARKET**  
**AUSTRALIA · NEW ZEALAND**  
**INDIA · EGYPT & THE CONTINENT**

**FASSETT & JOHNSON LTD.**

HEAD OFFICE

**86, CLERKENWELL ROAD, LONDON. E.C.1.**

# High quality products in constant prescription demand



Reduced facsimile

## TRADE MARK 'TABLOID' BRAND ASPIRIN

Prepared with acetylsalicylic acid of a very high standard of purity. Free from talc or any other objectionable admixture.

Gr. 5. Bottles of 25 products, 10 0 per doz., and 100 products, 30 0 per doz.

## TRADE MARK 'TABLOID' BRAND

## LAXATIVE VEGETABLE

Smooth in action. Uniform in activity.

R	Ext. Colocynthis Comp., P.B. 1914,	gr. 1	[0.065 gm.]	(Plain or sugar-coated)
	Ext. Jalape,	gr. 1/2	[0.032 gm.]	
	Podophylli Resine,	gr. 1/4	[0.016 gm.]	Bottles of 25 products
	Leptandrin,	gr. 1/2	[0.032 gm.]	10 0 per doz.
	Ext. Hyoscyami Viridis, P.B. 1898,	gr. 1/4	[0.016 gm.]	Bottles of 100 products
	Ext. Taraxaci, P.B. 1914,	gr. 1/4	[0.016 gm.]	30 0 per doz.
	Ol. Mentha Piperita,	q.s.		



Reduced facsimile

## TRADE MARK 'TABLOID' BRAND

## CASCARA SAGRADA

(Dry Extract)

Full maturing of the *Rhamnus purshiana* bark eliminates any tendency to gripe.

(Plain or sugar-coated)

Gr. 2. Bottles of 25 products, 5/5 per doz. 100 products, 13 6 per doz.

Also: gr. 1, gr. 3, gr. 4, gr. 5, 0.15 gm. and 0.25 gm.



Reduced facsimile

London Prices to  
the Trade  
(subject)

*A recent introduction —*

## TRADE MARK 'TABLOID' BRAND NICOTINIC ACID

Nicotinic Acid is said to be closely associated with, or derived from, the Pellagra-preventing factor proper of Vitamin B<sub>2</sub>, which has been discovered to be a complex of tripartite nature. Its value in Pellagra appears to be established.

Bottles of 100  
0.05 gm. products  
78/- per doz.  
bottles



BURROUGHS WELLCOME & CO., LONDON

G 2047

COPYRIGHT



**Important —****RU-MARI**

BRAND COMPOUND

*The biggest National Advertising Campaign for Ru-Mari is now proceeding.  
See that you have adequate stocks.*

**PRICES REDUCED !!****Now 8/- and 5/-**

Costing 72/- and 45/- per doz.

**RU-MARI LIMITED,**

Phone: Holborn 1534

FIRST AVENUE HOUSE, HIGH HOLBORN, LONDON, W.C.1

**STANDARDISED.**

Benger's Food is standardised for all illnesses involving or arising from weakness of the digestive system in Infants, Invalids and the Aged. Its composition and its uses have been well known to medical men and pharmacists for over 50 years.

Show Material from—  
BENGER'S FOOD, LTD., ——— MANCHESTER.

*Why not?*

Use more Cachets, seeing that thousands have proved their advantages.

**CHRISTY —  
THE HOUSE FOR CACHETS**

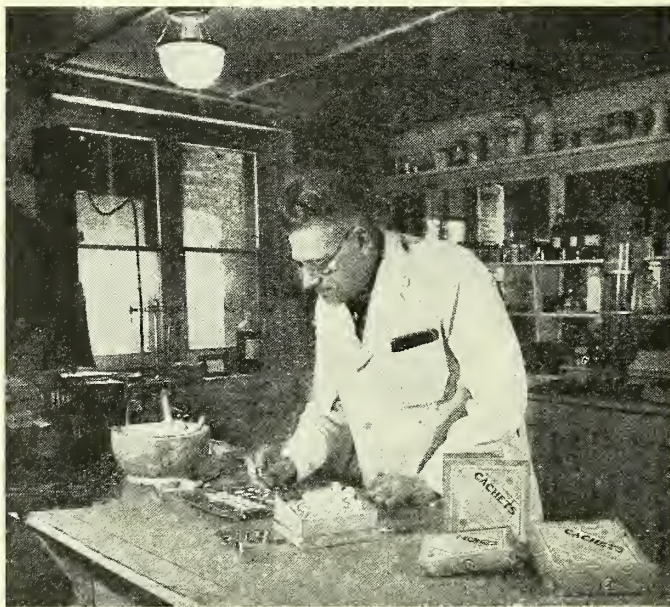
Cachets are recognised as the most useful and hygienic method of administering nauseous powdered medicaments in tasteless form.

Our Cachets are noted both for their strength and extreme solubility.

Your own name or Brand name may be printed on every dose.

We can supply Cachets, white or coloured, in boxes of 250, 500 and 1,000 Cachets from — 5/6d. per thousand.

Cachet Machines from — 4/6d. each.



*Write for a copy of the illustrated leaflet*

**THOS. CHRISTY & CO., LTD., Old Swan Lane, LONDON, E.C.4**



# The CHEMIST AND DRUGGIST

for RETAILER - WHOLESALER - MANUFACTURER

The official organ of The Pharmaceutical Society of Ireland, The Pharmaceutical Society of Northern Ireland, The Chemists' and Druggists' Society of Ireland, and of other Chemists' Societies in Overseas Dominions

Published Weekly at

28 ESSEX STREET, STRAND, LONDON, W.C.2

Telegrams: "Chemicus, Estrand, London"

Telephone: Central 6565 (10 lines)

## BRANCH OFFICES

MANCHESTER: 4 CANNON STREET (TEL.: BLACKFRIARS 3052)  
SHEFFIELD: 54 FOSTER'S BUILDINGS, HIGH STREET (TEL.: 22458)  
GLASGOW: 19 WATERLOO STREET (TEL.: CENTRAL 2329)  
BIRMINGHAM: 111 NEW STREET (TEL.: MIDLAND 2921)

AUSTRALIA: 19 QUEEN STREET, MELBOURNE, C.I  
NEW ZEALAND: 553 SHORTLAND STREET, AUCKLAND  
PARIS: 155 AVENUE DE WAGRAM, XVII<sup>e</sup> (TEL.: ETOILE 19-79)  
AMSTERDAM-C. HOLLAND: PLANTAGE FRANSCHELAAN 32

## News of the Week

### Business Changes

THE KOF-OH CO., LTD., 37 Minerva Street, Liverpool, have moved to 2 Everton Road.

ASCOTTS PHARMACIES (1933), LTD., have opened a new branch at 27 Clarence Terrace, Barkingside, Essex.

MR. THOMAS JOHNSON, M.P.S., has acquired the business of Mr. W. H. Smith, M.P.S., Botanic Road, Southport.

MR. K. E. JENKINS, Ph.C., has purchased the business of Mr. W. H. Stones, M.P.S., 56 Abbeygate Street, Bury St. Edmunds.

TIMOTHY WHITES & TAYLORS, LTD., chemists, will shortly be opening new branches at 35-36 High Street, Worcester, and at East Street, Bridport.

### Proprietary Articles Trade Association

ADDITIONS TO PROTECTED LIST:—Parke, Davis & Co., Tarboon, 15 c.c., 2s., 16s. dozen; 50 c.c., 5s., 40s. dozen; 100 c.c., 10s., 80s. dozen; 18s. 3d. doz.; 5s. 3d., 42s. 3d. doz. ALTERATIONS:—Evans Sons Lescher & Webb, Ltd., Evans' coat pastilles, 6d., 4s. 3d. doz.; a bonus of thirteen to dozen orders of three dozen. Wigglesworth, Ltd., Opas brand McLean stomach digestive powder.—Orders for three dozen all size or equivalent invoiced to retailers as under: 7½d. e, 4s. 3d. doz; 1s. size, 6s. 3d. doz.; 1s. 9d. size, 11s. doz. Terms conditional on window display of not less than fourteen days.

### Optical Insurance Benefit

The Ophthalmic Benefit Approved Committee have announced their decisions on the following points for the information of opticians and others engaged in the administration of National Health Insurance optical benefit. In any sign or advertisement published by an optician recognised by the B.A.C., words other than the following must not be used: "Optician recognised by the Ophthalmic Benefit Approved Committee for National Health Insurance Optical Benefit."

It is not permitted to describe such opticians in advertisements as "official," "approved" or "registered." Display signs must not exceed in measurement 3 ft. by 2 ft. An approved showcase is in course of preparation, and will be available to opticians in due course. All opticians on the List of the B.A.C. are expected to have available for the inspection of insured person the representative range of frames approved. Full list of the types of frames and mountings approved by the Committee has been issued. A considerable number of these types have already been approved and it is understood that adequate supplies are now available. Attention is again drawn to the fact that all approved frames must bear the official stamp "O.B.A.C." together with the manufacturer's identification letter stamped on the bridge and each side.

### Carlisle

THE SOCIETY AND TRADE INTERESTS.—Introducing the speaker (Mr. L. Moreton Parry) at a meeting of the East Cumberland Branch of the Pharmaceutical Society on February 14, the chairman (Mr. J. Sharp, Ph.C.) described him as the "Stormy Petrel of Bloomsbury Square," and regretted that there were not more like him on the Council. Mr. Parry said when he had had the temerity to place the Council "on the spot," the thought of electioneering did not occur to him—he had been a member of the Council for twenty-five years, had held every honour, and was too old to take any more, but someone had to voice the thoughts of the majority. There was a "gentlemen's agreement" with the N.P.U., but the clause in the charter which stated that the Society was formed for "the protection of those who carry on the business of chemists and druggists" had not been revoked. Regarding the N.H.I. contract, if it was possible to pay a dispensing fee of sixpence at the commencement of the scheme surely it should be obtainable now. Mr. Parry did not want anyone to think that he blamed the N.P.U. They had done their best, but failed because they had been turned down so often that they had developed the "chemist's mentality." Mr. Parry considered the addition of juveniles to the Insurance scheme should be an argument for hastening rather than postponing the increase of terms. Other ways in which the Society could help were in the apprentice question, the limitation of shops, and also in the simplifying of the Poisons Regulations. Thanking Mr. Parry, the chairman commented on the branch's admiration for the courage with which he had stuck to his motion. Replying, Mr. Parry said, "Why not end the contract?" A resolution was proposed by Mr. Hall, seconded by Mr. Bowman, and carried, "That the Council of the Society take a more active part in the promotion of trade interests." Mr. T. M. Ridley proposed a vote of thanks; he was in favour of canvassing M.P.s regarding N.H.I. terms, as in the recent medicine-stamp duty trouble. Mr. J. W. Nicholson seconded the vote of thanks.

### Derby

BUSINESS PROBLEMS DISCUSSED.—The secretary of the Pharmaceutical Society (Mr. H. N. Linstead) addressed a meeting of the Derby and District Branch on February 15 on "Some Problems of the Chemist in Business." Mr. Linstead said he chose this title so that his address need not be confined to narrow channels and so that the members could present almost any problem for discussion. Subjects that came within his review included Fourth Schedule poisons, labelling, prescribing privileges, laudanum and chlorodyne addicts, Sunday trading restrictions, parliamentary representation, chain store

## CONTENTS

See p. 243



competition, medicine stamp duties, and the increase of entrants into pharmacy. Mr. Linstead said that for the past ten years the average yearly net increase of members of the Society was 600. This could only have the effect of increasing the number of pharmacies and reducing the proportion of population to each shop, which had already reached the uneconomical figure of about 3,000. The result was that trade tended to be increasingly cut up and the wages of qualified men tend to become lower. Legislative restriction of the number of shops being out of the question under the existing regime, the only practical solution was raising the educational and examination standards, which the Society had done and was doing. A full hour's discussion followed the address. One member voiced the opinion that a pharmacist's training should include instruction in business methods. Another asked the speaker's advice on dealing with an old laudanum-taker who continued to request supplies—mixed with water. Mr. Linstead thought it would be advisable for the chemist to have a private word with the client's doctor and pass the responsibility on to him. He emphasised the necessity for care on the chemist's part, and indicated that it was his duty to carry out the spirit of the law. Asked about recent differences of opinion between members of the Council of the Society and of the Executive of the N.P.U., Mr. Linstead pointed out that these were really differences between individuals, and that the Society and the N.P.U. were on the best possible terms and worked in perfect harmony and co-operation. Mr. Linstead was thanked by Mr. T. G. Bramley and Mr. P. Toy, and the chairman was Mr. S. Taylor.

### Hull

**PUBLIC ANALYSTS' WORK.**—At a meeting of the Hull Chemical and Engineering Society of February 15 Mr. A. R. Tankard, F.I.C. (Hull City Analyst), spoke on "The Work and Ideals of a Public Analyst."

**SOCIETY'S SECRETARY AND AN OLD COLLEGE FRIEND.**—At the annual dinner-dance of the Hull Chemists' Association and the Branch of the Pharmaceutical Society on February 17, Mr. A. Surfleet (president of the Association), toasting "The Pharmaceutical Society and Visitors," said Mr. Linstead (secretary of the Society) had risen in a short time to a responsible position, and the more one came in contact with him the more apparent the reason was. The general public, Mr. Surfleet continued, did not realise how much they owed to the pharmacist, who was the most law-entangled business man keeping open shop. The wholesale side, with which he himself was connected, was much worse off. Referring to Miss Muriel Bolton, in whose memory it had been decided to purchase a chain of office, Mr. Surfleet said the fund would shortly be closed; he thanked all who had subscribed. Mr. Linstead, responding to the toast, said he was particularly pleased to be in Hull when the chair was occupied by his old friend Archie Surfleet, with whom he was at the School of Pharmacy. The Hull Branch was regarded as one of the most enthusiastic in the country; they always seemed to find good chairmen and good secretaries. The chemist to-day was grossly underpaid, especially in regard to National Health Insurance work. It was ridiculous to have to provide as much medicine as was required for a limited sum of money. Since the 1933 Act came into force he could testify, as the result of an inspection of 12,000 shops, that the pharmacist's service to the public could be regarded as excellent. Mr. Clappison and Mr. H. Ringrose acted as M.C.s for the dance. Picture on page 233.

Those present at the dinner included Mr. R. Mountain (Hull Insurance Committee) and Mrs. Mountain, Dr. and Mrs. G. Robinson, Mrs. A. Surfleet, Mr. and Mrs. F. W. Harrison, Miss T. L. Sawyer, Mr. E. Naylor, Mr. H. Ringrose (social secretary) and Mrs. Ringrose, Mr. A. and Miss Lewenstein, Mr. and Mrs. T. L. Harrison, Mr. and Mrs. E. A. Brocklehurst, Mr. K. P. Clappison (secretary), Mr. and Mrs. R. H. Watson, Mr. and Mrs. F. H. Palmer and Miss Elsie Palmer, Mr. and Mrs. Sawyer, Mr. and Mrs. T. Boyce, Mr. and Mrs. E. Hindle, Mr. and Mrs. A. F. Cluff, Mr. and Mrs. Bennett, Mr. and Mrs. C. A. Hewitt, and Mr. H. Tebb.

### Kent

**GALA DANCE.**—Mr. E. G. Price was M.C. at a gala dance of the West Kent Chemists' Association held at Bromley on February 16. Side-events (dart boards, pin-table, air-pistol and competitions), in the hands of Mesdames Bone, Davenport, Hamer, Price and Pring, were in operation during the

whole evening, and brought considerable benefit to the Society's Benevolent Fund. Numerous prizes were provided by wholesale houses. The dance was organised by Mr. V. S. Leather. A sum of £15 was forwarded to the Fund.

**LECTURE ON COLLOIDS.**—Mr. E. G. Price took the chair at a meeting of the West Kent Chemists' Association on February 7, when Mr. R. T. M. Haines, M.A. (the Crooke's Laboratories), was the speaker. The first part of Mr. Haines' lecture dealt with colloids, the talk being illustrated with experiment and cine films showing the difference between colloidal suspensions and true solutions. The electrical and optical properties of colloidal solution were explained, and the latter illustrated by a colour film showing the Tyndall beam. Mr. Haines gave some calculations of the number of particles present in a colloidal solution and the relatively enormous surface presented by them. In the second part of the lecture Mr. Haines spoke on vitamins. He described the effects of vitamin-deficiency in animals and in man and emphasised that though intimately connected with life, vitamins were purely chemical substances with particular properties of oxidation or reduction, by means of which they assisted the body to function. Several specimens of pure vitamins were shown and the colour test for vitamin A demonstrated. A film on vitamin A was projected followed by a film illustrating halibut fishing on a large scale. Many questions were asked and a vote of thanks to the speaker was proposed by Mr. Rees (vice-chairman).

### Leeds

**MASONIC GUESTS.**—Pharmaceutical brethren were the guests of the W.M., Bro. J. F. Simon, Ph.C., at Alfred Lodge (No. 306), Great George Street, on February 4. W. Bro. Mercer Gray (P.M., Excelsior Lodge) and Bro. G. C. Crummack replied to the visitors' toast. Others present were Bros. G. Moore, W. F. Kemp, Houghton, E. Buckley, A. L. Peters and Passmore.

**IN AID OF THE BENEVOLENT FUND.**—At a Benevolent Fund whist drive, supper and dance on February 15, Messrs. C. M. Good and R. T. Donaldson (representatives) organised a successful raffle, selling tickets to the value of nearly £6. Messrs. F. C. Stock and W. Eadie were M.C.s of whist and Messrs. T. Heseltine (a member of the N.P.U. Executive), J. Robert and W. F. H. Kemp of the dancing. The chairman (Mr. H. Hodgson) presided over the supper and Mrs. N. N. Armitage presented the prizes. Mrs. H. Hodgson, Mrs. J. F. Simon and Mrs. G. C. Crummack, Messrs. Buckley (treasurer), N. H. Burns (minuting secretary), F. Midgley, A. L. Peters and S. B. Stones and the secretary, G. C. Crummack, were on the organising committee.

### London

**LONDON CHEMISTS' GOLFING SOCIETY.**—At the annual meeting of the London Chemists' Golfing Society on February 11 the following officers were elected for 1938:—*President*, Mr. W. Bennett; *Captain*, Mr. E. C. Pryce; *Vice-Captain*, Mr. F. Eric Lever; *Secretary and Treasurer*, Mr. W. M. Ballartyne; *Committee*, Messrs. M. W. Carmichael, W. E. Cane, F. Collings, J. Deas, G. G. Gibson, D. T. Jones, L. J. Morsor, P. O. Royle, and F. G. Wells. Membership of the Society is open to pharmacists and those directly connected with the trade (wholesale and retail). Application forms may be obtained from the secretary, 47 Gray's Inn Road, W.C.1.

**NORTH-EAST.**—A meeting of the North-East London Branch of the National Pharmaceutical Union was held on February 17. Mr. Broadhead (vice-president) in the chair. The secretary reported upon the number of price-cutters in the area and the steps taken by the Proprietary Articles Trade Association to combat them. It was agreed that members should recommend support for the retiring Metropolitan members of the Executive of the N.P.U. in their candidature at the coming election. Mr. Barnard gave an exposition of the work of the recent Pharmaceutical Committee's conference. In subsequent discussion Mr. Barnard explained points of detail and dealt with the early history of National Health Insurance. During the discussion the need for some historical data on National Health Insurance matters, particularly regarding the Pharmaceutical Committees, and the insufficient *esprit de corps* among pharmacists to enable a solid front to be presented were brought out. Votes of thanks to Mr. Barnard and the chairman ended the meeting.



**PUBLIC PHARMACISTS VISIT LONDON HOSPITAL.**—About 150 members of the Guild of Public Pharmacists visited the dispensary of the London Hospital on February 16, inspecting the large dispensary for out-patient and in-patient work; small night dispensary; galenical laboratory; tablet room; chemical laboratory; steam-heated drying room; drug, chemical and other stores; bottle-washing room; refrigerator and centrifuge. Members of the staff who acted as guides included Mr. J. B. Elgar, Mr. C. H. Sykes, the Misses Norris and Sharp, and Messrs. Couch, Jillings, Jones, King, Lewis, Owen, Phillips and Smith. At 8.30 p.m. a lecture-demonstration on "Aids to Filtration-sterilisation" was given in one of the lecture theatres by Mr. C. H. Sykes (pharmacist to the hospital). Mr. Sykes stressed the importance of removing even dead bacteria from solutions for intravenous injection so as to minimise the possibility of protein shock, and described the Doulton unglazed porcelain filter-candle and apparatus used for filtration-sterilisation under reduced pressure. A vote of thanks to the Governors of the hospital was proposed by Mr. F. B. Royal (president of the Guild), seconded by Mr. J. Moore (vice-president). Mr. H. Berry proposed a vote of thanks to Mr. Sykes, Mr. Elgar and the guides. Miss E. Blundell seconded.

### Manchester

**CONVERSAZIONE.**—Members of the Manchester Pharmaceutical Association and Branch who attended a conversazione held at the Manchester University departments of pharmacy and pharmacology on February 17 were conducted by students over the various laboratories in which demonstrations were proceeding. The research laboratories gave evidence of departmental activity in the reprints of research papers published during the last ten years. There were exhibits of glycerin, amyli, mist, magnes. hydrox., and results of recent research on infusions and tragacanth. In the dispensaries prominence was given to the preparation and storage of sterile water, with exhibits of apparatus used in sterilisation. Ampoule-filling, vaccine bottles and caps were also a source of interest. In the galenical laboratory small-scale manufacturing steam plant was shown in operation. In the Woolley pharmaceutical chemistry laboratories quantitative analysis of volatile oils, fixed oils and fats, and quantitative tests of methyl and isopropyl alcohols were being carried out. Students had the responsibility of explaining the working of apparatus, and demonstrating pharmaceutical processes. At the completion of the tour of inspection light refreshments were served.

**POWERS OF ULTRA-VIOLET LIGHT.**—At a joint meeting of the Association and the Branch of the Pharmaceutical Society held on January 27, Mr. J. R. Walmsley, Ph.C., F.I.C., spoke on "The Use of Ultra-Violet Light in Drug Analysis." The president of the Association (Mr. J. W. Wood) was in the chair. The speaker said that the ultra-violet portion of the spectrum was important chemically; it was this portion that acted most rapidly on the photographic plate or film, that caused sunburn, bleached dyed fabrics, and induced vitamin-D activity in ergosterol. Certain substances had the property of reflecting ultra-violet rays, at the same time amplifying their wave lengths so that the reflected ray became visible as a characteristic colour, or fluorescence. By the use of a quartz mercury-vapour lamp the maximum emission of ultra-violet light was obtainable, since quartz was much more transparent than glass. The visible portion of the radiation could be eliminated by the use of a screen of special glass that filtered out rays of greater wave-length. The B.P. intended such apparatus to be used for performing the examination of rhubarb prescribed in the 1936 Addendum to the B.P. When examined under the lamp, stramonium extracts gave a coffee-coloured fluorescence, belladonna leaf extracts a greyish-pink, and root extracts an intense blue fluorescence, hyoscyamus "old rose," as distinct from *Hyoscyamus muticus* (Egyptian henbane), which gave pure grey. The use of the lamp and quinine as a volumetric indicator and some applications of the lamp in the detection of crime were described. Mr. J. Grier proposed the vote of thanks.

### Merseyside

**LADIES' COMMITTEE ENTERTAINED.**—Mr. H. Humphreys Jones (chairman of the local executive for the Liverpool Conference, 1937) entertained members of the ladies' conference committee to tea at the Adelphi Hotel on February 9, after which they saw the film "Victoria the Great" at a local cinema.

**ADDRESS ON PREHISTORIC MAN.**—An address on "The Life and Times of Early Prehistoric Man," illustrated by lantern slides, was given before members of the Liverpool Chemists' Association by Mr. A. Leslie Armstrong, M.C., F.S.A., F.S.I., on February 9, the president (Mr. John Rae) in the chair. Mr. Armstrong paid tribute to chemists for their assistance in his work. He dealt particularly with his excavations in the Pin-hole Cave, Derbyshire.

**SECOND ANNUAL DANCE.**—The second annual dance of the Waterloo, Seaforth and Crosby Pharmacists' Association was held at Crosby on February 10, when 183 guests, including Mr. L. G. Meachim (president, Southport Pharmacists' Association), enjoyed dancing from 8 p.m. to 2 a.m., with an interval for supper. The M.C.s were Messrs. J. W. Fann and E. Horsfall. "Spot" prizes (donated by Mr. Fann; Ayrtton, Saunders & Co., Ltd.; R. Sumner & Co., Ltd.; John Thompson, Ltd.; Vinolia, Ltd., and R. J. Reuter Co., Ltd.) were presented to the winners by Mrs. J. Allen Jones, wife of the president of the Association.

### Newcastle-on-Tyne

**RETAIL TRADE CONDITIONS.**—A meeting of the Northumberland Branch of the National Pharmaceutical Union, held at Newcastle-on-Tyne on February 16, was addressed by Mr. G. A. Mallinson (Union secretary) on "The Future Prospects of Pharmacy." The subject was selected by the Branch. Mr. Mallinson said he did not know how he had promised to give an address on this subject, as he was not a prophet, but only an ordinary man. He would have to be content with reviewing the progress made by pharmacists from the time when he first became acquainted with the trade. In those days, business hours were long and time for study difficult to find. When a youth finished his apprenticeship he went as an improver to a good firm, to gain experience. Mr. Mallinson, himself, had gone through this experience, "living-in," with permission to go out one evening each week; official half-holidays were still unknown. Eventually he set up in business, with several other chemists' shops in close proximity. The dispensing was infinitesimal, and each man, in an endeavour to catch trade, cut prices till there was no profit left. Closing time was decided by one man putting out his lights when business seemed to have ceased for the day, but if the opposition did not immediately follow suit, he would put the lights on again and remain open a bit longer. They now had the P.A.T.A. as a remedy against cutting, and a Shops Act to ensure that they would be free at a reasonable time. The National Health Insurance Acts gave chemists a fair share of dispensing, and the fees had gradually risen from an average of approximately 2½d. to 4½d. per script since its inception. They looked forward with hope to further improvement. In the future, they must stand together and show a firm front, making a friend of the opposition and fixing a scale of charges together, for mutual benefit.

### Nottingham

**FIRST IMPRESSIONS OF THE SOCIETY'S COUNCIL.**—Mr. H. T. A. Gretton (chairman) presided over a meeting of the Nottingham and District Branch of the Pharmaceutical Society on February 2, when Mr. G. Knox Mawer (a member of the Council) spoke on "First Impressions of the Council." The speaker stated that during 1937 only nine apprentices were registered from the whole of Nottinghamshire, and that the number of pharmacies in proportion to the population was now probably less than 1 to 2,000; also that Wales provided a greater number in proportion to the population than England or Scotland. Mr. Knox Mawer did not think that this ratio would ensure a satisfactory living for pharmacists, but that an extension of National Health Insurance to wives and children would probably do so. Mr. Mawer suggested that a Benevolent Fund collecting-box (which would be provided) placed on the shop scales would help the fund. Questions were raised by Messrs. Gretton, Lee, Jackson, Hutchby, Trease and Bates, and a vote of thanks was proposed by Mr. W. Lee, seconded by Mr. G. E. Trease.

### Redhill

**FEDERATION PROPOSAL.**—A meeting of the Reigate, Redhill and District Pharmacists' Association and Branch was held on February 15. The principal subject discussed was a proposal to co-operate in forming a federation of branches for the county of Surrey. A vote in favour of the proposal resulted



and delegates were appointed to a meeting which was called for the near future. A sound film by Bayer Products, Ltd., followed.

### Rochdale

**COMBINED MEETING.**—A combined meeting of the Rochdale Branches of the Pharmaceutical Society and National Pharmaceutical Union was held on February 3, Mr. W. Whitworth presiding. Mr. W. Scholes (N.P.U. Executive) spoke on current pharmaceutical topics, and gave a survey of the activities of the N.P.U.. He referred to the progress of the Chemists' Friends scheme, giving evidence that the restriction of displays to C.F. and "own proprietaries brought financial advantage and increased prestige. He then dealt with the clearing house, the Chemists' Defence Association and the 20 per cent. saving in insurance premiums to chemists available through the Chemists' Mutual Insurance, finally reminding members of the benefits provided by the Chemists' Sickness and Provident Society. Discussion and questions followed. A vote of thanks was proposed by Mr. H. S. Nall and seconded by Mr. R. Holt.

### Thames Valley

**FOR AND AGAINST THE P.A.T.A.**—A debate was held by the Thames Valley Pharmacists' Association at Kingston-on-Thames on February 15, on "Has the Proprietary Articles Trade Association outlived its Usefulness?" Mr. W. Griffiths, Motpur Park, opened, referring briefly to the early history of the P.A.T.A. He suggested that if the originator of the scheme had been able to see how the trade had later drifted he would have introduced other safeguards to protect the retail chemist. The P.A.T.A., as constituted to-day, has been the making of the "cut price" shop. Large centres had felt the pinch most, but it was necessary for the chemists who carried on business in outlying areas to consider how price-cutting affected them, for many of their customers to-day shopped at the more populous centres, giving their local chemist only orders for goods required at once. In his opinion not all the stocks of cutters were obtained from chemists or were the proceeds of stolen property; he thought many manufacturers supplied cutters, perhaps under assumed names. He considered that the only satisfactory safeguard would be to prohibit manufacturers and wholesalers from supplying goods of any kind to anyone on the Stop List. The subscriptions paid to the P.A.T.A. (the great majority of retail subscriptions, he declared, came from chemists) only helped competing trades to sell goods which were part of chemists' own business. Had not the grocer and others to sell some lines at almost cost price, and balance losses by selling proprietary medicines at protected profit—and at a higher rate than they were accustomed to? The cure for much of this was for chemists to support the Chemists' Friends scheme wholeheartedly. The constitution of the Council of the P.A.T.A. was wrong. How could retailers carry a point when the manufacturers and wholesalers could combine and outvote them? Arguing on the other side, Mr. N. Hart, Richmond, said the P.A.T.A. was one of the most successful bodies in promoting goodwill among the three sections of the trade. About 400 firms, controlling some 4,000 articles, supported the P.A.T.A. Doubtless the Chemists' Friends scheme was an adjunct to the work of the P.A.T.A. in confining sales of medicinal articles to correct channels. The supplying of clubs by wholesalers and others had to a great extent been stopped, unless the clubs adhered to the rules of the Association. What other body could have brought co-operative societies into line? The Association was the envy of their *confrères* overseas, particularly in the United States and Canada. Mr. W. S. Howells (a member of the Council of the P.A.T.A.), who followed, described ways in which the Association was working to stop cutters' supplies and the tricks agents adopted to obtain them. In some instances cutters had gone to Scotland to obtain goods to retail in London. This alone was a tribute to the Association's work. He admitted that London was difficult, doubtless on account of its position. Mr. Norman Dewey (Hampton) thought the constitution was at fault, and that chemists were drifting into the position of being factors of other people's goods. It was time that another body was formed. Mr. Sambrook, Esher, expressed the opinion that the P.A.T.A. had been the making of the company chemists and bazaars. Such traders were carried on the back of the Association without supporting it. Mr. C. B. Harrison, East Sheen, and others spoke. In reply, Mr. Griffiths thought that if the P.A.T.A.

became defunct manufacturers would be compelled to deal with the resulting position, for they would be the losers. Mr. Hart also replied. On a show of hands the proposition was negatived by a large majority. The question of the formation of a Surrey County Association was considered, and the Committee was empowered to take action in the matter.

### Wales (South)

**PHARMACISTS' ASSOCIATION.**—The thirty-seventh annual report and statement of accounts for 1937 of the Cardiff and District Pharmacists' Association and Branch of the Pharmaceutical Society have recently been issued. The report shows that at the end of the year the Branch files included 236 names, composed of thirty-one apprentices, six student-associates, and 199 members. The financial position of the Branch is not quite as good as a year ago, mainly because the dinner and dance, which is a financial asset, was poorly supported by members.

**N.P.U. ADDRESS.**—Mr. W. J. Tristram (a member of the N.P.U. Executive) addressed the local Branch of the National Pharmaceutical Union on "The Work of the N.P.U., and What it Means to You," on February 8. The local chairman handed over the gavel to Mr. Pugh Davies (another member of the N.P.U. Executive) for the evening. Mr. Tristram enumerated the benefits of membership of the N.P.U. and described the C.F. scheme from its inception. Question time produced the following inquiries: Do the N.P.U. defend unqualified members in Pharmacy and Poison Act prosecutions? Reply: Only if the member has been reasonably careful. What efforts are the N.P.U. making towards getting a plaster manufacturer to join the C.F. scheme? Reply: The N.P.U. is in negotiation with one or two firms at the moment. Mr. Tristram agreed that it was important that a series of plaster manufacturers should be on the C.F. list. A vote of thanks to Mr. Tristram was proposed by Mr. A. Johnson, J.P., and seconded by Mr. G. Holley.

### Miscellaneous

**BURGLARY.**—The pharmacy of Miss R. Hardwick, M.P.S., Poole Hill, Bournemouth, was broken into recently and a sum of money stolen.

**PRISON PHARMACISTS' HOURS.**—The Lords of the Treasury have notified the Prison Commissioners that it is approved that the hours of attendance for prison pharmacists be reduced from ninety per fortnight to eighty-five (exclusive of meal-times). This is the result of representations made by the Prison Pharmacists' Association. The last consideration to this subject was given in 1912. The request that pharmacists be given the same facilities as other civil servants in respect of Bank Holidays was not granted.

**WINE LICENCE APPLICATIONS.**—Among applications for wine off-licences at the recent local Brewster Sessions, the following have been granted, subject in most cases to the sale being restricted to medicated wines: Lancaster Co-operative Society; Mr. W. A. Furness, M.P.S., Lytham St. Annes; Mr. N. S. Uttley, M.P.S., Lytham St. Annes; Mr. W. H. Mortimer, M.P.S., Blackpool; Mr. H. Hinchcliffe, M.P.S., Blackburn. The following applications were refused:—Mrs. K. A. Lloyd (Lloyd's Dispensing Chemists, Ltd.), Swanage; Norwich Co-operative Society.

**FIRES.**—The following outbreaks of fire have been recorded since our last report:—Recently, the premises of Mr. C. Stonelake, M.P.S., St. Sampsons, Guernsey, were the scene of an outbreak of fire, but the flames were soon under control.—Considerable damage occurred recently when a fire broke out at the premises of G. Carr & Co., Ltd., manufacturing chemists, Sheffield.—There was an outbreak of fire in a research laboratory of Field & Co. (Aromatics), Ltd., Bartholomew Close, London, E.C., on February 10. The damage was not of an extensive nature.

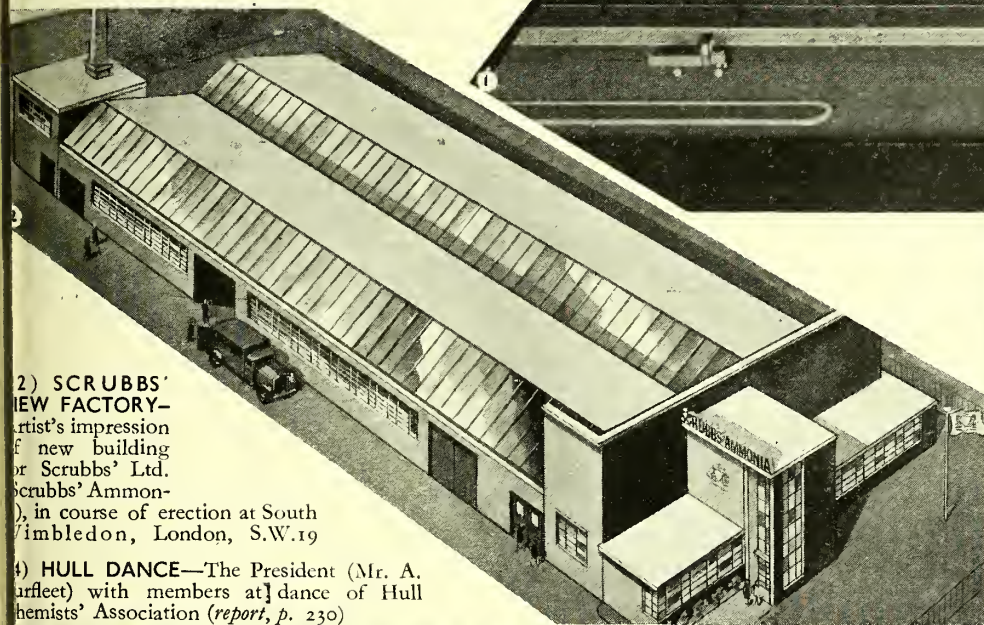
**INQUESTS.**—At Grantham, on February 17, the inquest was resumed on Dr. A. Macdonald and a verdict returned that death was due to aconitine poisoning.—At Liverpool, recently, an inquiry was held into the circumstances attending the death of a female electro-plater. Addressing the jury, the coroner said the only conclusion they could reach was that death was due to cyanide poisoning, and it seemed clear that it must have been ingested during the lunch hour on January 21. The evidence did not indicate which way the cyanide was taken into the stomach. An open verdict was returned.



# News in PICTURES

1) **STANDARD FACTORIES**—Model of standard factory (large size) available to rent at the Government-assisted Treforest trading estate, South Wales.

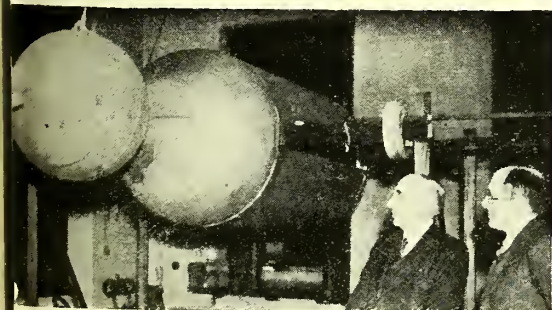
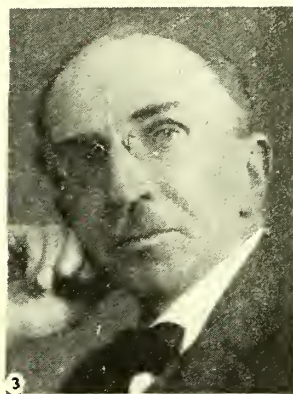
3) **BRANCH CHAIRMAN**—Mr. W. Frost, recently elected *Chairman*, West Sussex Branch, Pharmaceutical Society. Mr. Frost was Mayor of Worthing, 1936-38, and is chairman of the county Insurance Committee.



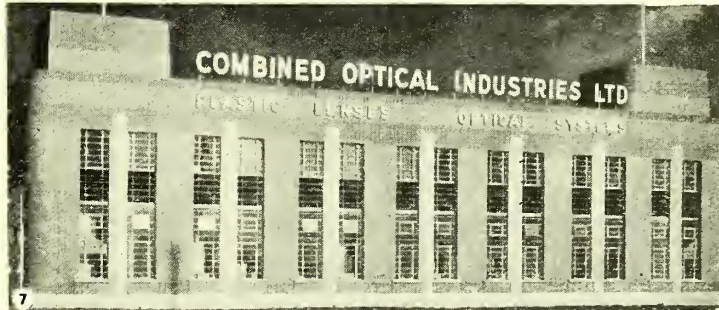
2) **SCRUBBS' NEW FACTORY**—

Artist's impression of new building for Scrubbs' Ltd. Scrubbs' Ammon-  
(1), in course of erection at South Wimbledon, London, S.W.19

4) **HULL DANCE**—The President (Mr. A. Hurfleet) with members at dance of Hull Chemists' Association (*report*, p. 230)



5) **TUBA FISHING**—Group engaged in Manx sport of tuba fishing. The powdered bait is thrown into the river. Fish coming to the surface an hour later are speared.



(6) **HIGH VOLTAGE MACHINE**—Dr. G. W.C.Kaye, who lectured to the Royal Dublin Society, examining Trinity College Von der Graaf machine generating 700,000 volts.

(7) **PLASTIC LENSES**—New factory at Slough, Bucks, for the manufacture of plastic lenses (*see B.I.F. report*, page 246) by Combined Optical Industries, Ltd.



## Irish Notes

### Irish Drug Association

A delegation from the Irish Drug Association, headed by Mr. P. A. Brady (president) was received recently by the Medical Union of Ireland to discuss matters of common interest. The other I.D.A. representatives were Dr. J. A. Mitchell, M.C.P.S.I., Messrs. J. J. Roche, A. J. Donnell, R. B. Brown and Brendan Smith. The Medical Union was represented by Doctors J. C. Flood, O'Farrell, A. Ryan, and Professor Rowlett. Dr. Flood (chairman of the meeting) welcomed the I.D.A. representatives and invited discussion. Mr. Brady spoke at length upon the effect of the present shops legislation on the business of the pharmacist, and pointed out that the conditions imposed would possibly lead to the closing of chemists' shops on Sundays, which would be a very serious matter from the public's point of view. The chairman (Dr. Flood) suggested an approach to the appropriate Minister, and stated that the medical representatives present would recommend to their general committee that the Union make representations to the Government that there should be no further curtailment of medical services. The chairman said it was always necessary to have some chemist ready to meet doctors' requirements. The recent alterations in chemists' hours were inconsiderate, as most doctors would prefer chemists' shops open on Sunday afternoons instead of in the forenoon. Another suggestion which might help in Dublin would be a rota system of openings. Notices of such openings could be sent to the Medical Union, who would circularise their members with the chemists' addresses. Mr. Brady, on behalf of the I.D.A., stated that his Association would investigate these matters. The Therapeutic Substances Act in its practical operation was discussed, Doctors Rowlett and Mitchell stating they would bear in mind difficulties such as the delay caused in importing preparations of recent origin and introduction to the medical profession.

At a meeting of the committee of the Association on February 14, Mr. P. A. Brady (president) in the chair, a complaint was received from the National Agricultural and Industrial Development Association that tooth brushes made of a mixture of hair and bristles were on the market described as pure bristle, and asking the committee to request the manufacturers to withdraw them, as the sale of such goods amounted to misdescription. Members who had brushes of this class in stock were recommended to send them back to the manufacturers. The deputation which attended a meeting of the Irish Medical Union gave a report of the matters dealt with, which included the recent shops legislation. A request was received from the proprietors of a named razor blade that a special line they had produced for chemists should be placed on the Approved List. The committee did not agree to the application; they felt that this would be of no advantage to the chemist so long as a blade with a similar name was in other shops at a lower price.

### Dublin

MR. FRED J. ROBINSON, L.P.S.I., son of Sir Thomas Robinson, M.C.P.S.I. (Hayes, Conyngham & Robinson, Ltd.), is president of the Irish Philatelic Society, which organised a recent exhibition of stamps in Dublin.

**DUBLIN STRIKE.**—Employers and representatives of the various trade unions concerned in the Dublin wholesale drug trade strike met in conference at the Department of Industry and Commerce on February 21. The employers offered to increase the pay of adult male workers by 3s. 6d. a week, and youths by 1s. 6d. The unions agreed to put this offer before their members on February 22. This offer was rejected by 152 votes to 41. The strike continues. It is proposed to set up a conciliation board for the drug trade, to which any future matters in dispute would be referred.

### Miscellaneous

MR. A. C. MCBRIDE, Ph.C., J.P., Armagh, has been re-elected secretary of the Armagh and Tynan joint hunt.

**SHOPS BILLS PASSED BY DAIL.**—The Shops (Hours of Trading) and the Shop Assistants' (Conditions of Employment) Bills have now passed the Dail, and will become Acts when they receive the assent of the Presidential Commission. In the final stages of the Hours of Trading Bill, as the result of action taken by the Irish Drug Association, several amendments were introduced.

**COUNTY MAGISTRATE.**—At Armagh Petty Sessions on February 10 Mr. J. W. Gray, Ph.C. (a member of the Council of the Pharmaceutical Society of Northern Ireland) was sworn in as a magistrate for the county.

**BENEVOLENT FUND DANCE.**—The Belfast ladies' local committee met on February 16 to make further arrangements for the whist drive to be held in aid of the Northern Ireland chemists' Benevolent Fund on March 10. Tickets may be obtained from Miss A. Laverty (chairman), 34 Springfield Road, Belfast, Miss E. G. Crawford (secretary), 77 Salisbury Avenue, or from other members of the committee.

## Scottish Notes

### Scottish Pharmaceutical Federation

A meeting of the executive council of the Federation was held in Edinburgh on February 9, Mr. P. M. Duff, Glasgow (president), in the chair. Mr. Duff referred to the loss sustained by the recent death of Provost W. S. Taylor. Mr. Adam Meldrum, Aberdeen, was co-opted to fill the vacancy in the executive council. Among other matters, the following were under consideration:—Indemnity claims; inadequate gross profit on sales by retail chemists in Scotland of proprietary articles which are advertised to doctors for dispensing purposes; complaints against three members under the Shops (Hours of Closing) Act, 1928, for selling shaving cream after 8 p.m.; inquiry from an employment exchange regarding a shop assistant dismissed by a member; member's complaint regarding air-rail precautions advertisement inserted by Edinburgh Town Council; a recommendation to retail chemists in Scotland that 4d. be the minimum charge made for methylated spirits or surgical spirit; member's complaint against a doctor recommending private and N.H.I. customers to go to a particular chemist; possible Chemists' Friends scheme for Scotland; communication from manufacturers of a proprietary intimating that they had decided voluntarily to restrict the sale of their product in Scotland to registered chemists and druggists.

### Aberdeen

**CHEMISTS' FRIENDS SCHEME FOR SCOTLAND.**—Under the auspices of the Scottish Pharmaceutical Federation, a mass meeting of pharmacists was held in Aberdeen on February 15, Mr. W. F. Hay, Aberdeen, in the chair. Mr. P. M. Duff, Glasgow (president of the Federation), explained in detail the Federation's draft "Chemists' Friends" scheme for Scotland. After a discussion a resolution was passed on the motion of Mr. W. T. Elder, Aberdeen, seconded by Mr. Alex. Mackie, Culter, to the effect that those present were of the unanimous opinion that the Federation should inaugurate a Chemists' Friends scheme on the lines of the draft minute of agreement, and they promise that, in the event of the scheme being put into operation, they will give it their loyal support. Mr. John Weir, Clydebank, vice-president of the Federation, then gave an address on the Ministry of Labour's present inquiry into the wages, hours and conditions in the retail distributive trades in Scotland. Mr. H. Graham Macmillan, Glasgow (secretary of the Federation), referred to various matters, including indemnity claims upon members; members' claims and complaints against others; charges against members under (a) Shops (Hours of Closing) Act, 1928, and (b) Food and Drugs (Adulteration) Act, 1928. Votes of thanks were accorded to Messrs. Duff, Weir, Macmillan, Elder and Hay.

### Miscellaneous

**SHOP RECONSTRUCTION.**—Mr. A. H. Murdoch, M.P.S., Macduff, has installed a modern shopfront in his premises.

**FIRE.**—An outbreak of fire occurred in the premises of Boots, Ltd., South Clerk Street, Edinburgh, on February 17. The damage was not of an extensive nature.

MR. W. K. PETRIE, M.P.S. (Jobsons, Ltd., manufacturing chemists), Dundee, has been appointed vice-chairman of the industries subcommittee of the recently formed Dundee Trade Development Committee.

**BUSINESS CHANGE.**—Dykehead and Shotts Co-operative Society have acquired the pharmacies at Dykehead Cross, Shotts, and at 3 Main Street, Stane, Shotts, belonging to Mr. W. Chapman, M.P.S.



# Imperial and Foreign News

## Malta

**SHOPS' HOURS LEGISLATION PROPOSED.**—Draft of a proposed new shops' closing decree in Malta has aroused opposition from certain local pharmacists, who will, if the law is enacted, be required to close at 8 p.m. daily. Mr. George Borg-Barthet (proprietor of a large central pharmacy in Valletta, the capital) has addressed a letter to the Lieutenant-Governor giving reasons for opposition to some of the proposals. He complains that no provision is made for emergency calls after eight o'clock, that the proposed law imposes inconvenience upon medical practitioners, limits the capacity of individual chemists to earn their own living and takes no account of differences in rent between main and side streets in the capital. The proposals are, however, supported by a number of pharmacists in the shopping centre of Valletta, these including chemists whose premises are used by doctors for consultations. The practice is to prescribe for patients on the spot, and the chemists thus do not need further business. The proposals, which would become law by declaration of the Governor, contain a provision enabling chemists to keep open until noon on Sundays and Good Fridays. In Hemrun and Gozo one chemist in turn and in Valletta and Sliema two chemists (from a rota) would be permitted to remain open after midday on those days.

## New Zealand

**EXAMINERS' REPORT.**—The report of the examining body on the examinations of the Pharmacy Board of New Zealand was issued recently. The proportion of passes in chemistry was

stated to be appreciably higher than for some years. Many candidates were recommended to make further study of the theory of volumetric analysis, and to work out a number of numerical examples. A question calling for a full description of an organic preparation was not well done, it was stated. No answer to a question on the constitution of fats mentioned the possibility of mixed glycerides, and hardly any candidate showed a knowledge of how stearic and oleic acids were separated from each other and from fatty acids. Not many could quote examples of oxidation of organic compounds by halogens. There seemed to be a tendency to regard any six-membered carbon ring as being aromatic, despite the existence of ring compounds with no benzenoid character (e.g., camphor). In botany, although about 50 per cent. of candidates failed, there was a considerable improvement in the general standard.

## United States

**HONORARY D.Sc.**—The honorary degree of D.Sc. was conferred on Mr. J. Leon Lascoff (president-elect of the American Pharmaceutical Association) at the Temple University, Philadelphia, Pa., U.S.A., recently. Dr. Lascoff received the Remington medal in pharmacy, 1936.

**AMERICAN PHARMACEUTICAL ASSOCIATION.**—The eighty-sixth annual meeting of the American Pharmaceutical Association and affiliated bodies will commence in Minneapolis on August 21. The local secretary is Mr. Charles H. Rogers, and the convention headquarters the Hotel Nicolle. It is forty-one years since the A.Ph.A. held its meeting at Lake Minnetonka, near Minneapolis.

# Topical Reflections

By Xrayser

## Apprenticeship and Examination

I was not expecting to have to return, at so short an interval as a fortnight, to the subject of apprenticeship and the examinations to which it normally leads. But the article by Mr. J. C. Somerville on pp. 210-11 of your last week's issue is an important criticism obviously representing careful study. The statistics there quoted should, as he suggests, be analysed by a trained accountant, if only for the sake of obtaining a new angle of approach. What responsible body will put up the fee? The Pharmaceutical Society's Council, though some of its figures have been called in question, is the natural choice; possibly, however, the joint committee of the Society and the National Pharmaceutical Union should discuss the matter in the first place and assign the task to the one body or the other. I am not sure what Mr. Somerville means by his remark that the Society "cannot increase the fee for registration of premises." Section 12 (3) of the Pharmacy and Poisons Act enables it to do so; what your contributor intends to convey, I suppose, that it would be highly inexpedient for the Society to reach out to the limit of its powers in this direction. As to facilities for qualifying as a dentist, they are not, according to recent pronouncements from the chair of the Dental Board, taken advantage of to the extent that they might be; there is, no doubt, a psychological factor at work here. Incidentally, it may be worth while to look into the difference between the biology that the dental student learns and that complained of on p. 227 of your correspondence section with reference to the Preliminary Scientific examination. I am not attracted by the information that "some of the larger concerns" are offering to pay certain fees for their apprentices in consideration of an undertaking to return to the same service after qualifying. On the face of it, I wonder whether such an undertaking is not contrary to public policy.

## Learning and Retaining

The letter of "Manufacturer" in your issue of February 19 (p. 227) formulates an unpalatable truth in the words: "The average young person who gets through the Qualifying examination has, very often, little dispensing experience." Surely there is something rotten in the State of Denmark when a wholesale house is asked to supply a 1 in 20 solution of phenol, unless

the explanation is that the retailer doubts the sterility of the distilled water he has in stock, and is "put off" by the elaborate monograph on this subject in the British Pharmacopoeia Addendum. "Manufacturer's" case does not, however, depend on the carbolic solution instance alone. About thirty years ago a pharmacist told me that he had had in his employ a bachelor of science who was unable to distinguish between a gallon measure and a half-gallon one; and going back further I recall an afternoon in a school of pharmacy when a dispensing class was set to work on a mixture containing iron and quinine citrate, aromatic spirit of ammonia and water, and only one student succeeded in obtaining a presentable result without mucilage. While I am about it I may as well confess that I had a good dispensing experience before attempting the Qualifying examination, but nearly failed through taking too long in the examination room. To sum up, let me add that nothing is fully learned unless it is retained in such a form as to be ready for use.

## The Eighteenpenny Look

An intriguing episode came to light during the mass meeting of chemists arranged by the Wembley and District Association (p. 209); the secretary of the National Pharmaceutical Union mentioned that in a test of retail prices arranged by him "the same recipe, which cost sixpence (including the bottle) at one place, was priced at 1s. 6d. at another." One would like to know more about this. First, the nature of the localities selected; in the village immortalised in "Cranford" prices would normally be lower than in the West End, though Mr. Mallinson intimates that they were not. Secondly, the appearance and personality of the emissaries. It is perfectly clear to anyone with a competent knowledge of retail business that the man behind the counter has often to "size up" his customer and charge accordingly. I believe it was in the C. & D. that I read, long ago, a story of a patient having a prescription of a famous consultant dispensed in a pharmacy and being amazed at being charged only a few pence. The customer exclaimed, "It must be more than that; this is a prescription by Sir Blank Dash!" I may be told that I am getting away from the subject, but I am dealing with a principle.



## Company News

P.C. means Private Company and R.O. Registered Office

W. B. A. (DERBY), LTD. (P.C.).—Capital £1,000. Objects: To acquire the letters patent No. 476,694 for "improvements in and relating to processes and apparatus for the washing and deodorising treatment of noxious fumes," etc. R.O.: Probate House, St. Mary's Gate, Derby.

KERBINA, LTD. (P.C.).—Capital £2,000. Objects: To acquire the trade mark "Kerbina," and to carry on the business of manufacturers and purveyors of herbal medicines, ointments, lotions and curative preparations, etc. Mark F. Kirby, 20 Grosvenor Place, S.W.1, director.

DIGBY & CO. (MANUFACTURING CHEMISTS), LTD. (P.C.).—Capital £600. Objects: To carry on the business of manufacturers of and dealers in hair dyes, shampoos, sundries, chemicals, drugs, medicines, etc. Alfred A. Goldapple, 86 Jamaica Street, Stepney, E.1, director. R.O.: 106 Highbury Park, Highbury, N.5.

JOHN SMITH & SON, LTD. (P.C.).—Registered in Dublin. Capital £4,000. Objects: To carry on the business of druggists, chemists, apothecaries, etc. The directors are:—John Smith, Corrybeg, Templeogue, County Dublin (pharmaceutical chemist); Lyall G. Smith, 199 Crumlin Road, Crumlin, Dublin (pharmaceutical chemist).

BRITISH BIOCHEMIC ASSOCIATION SUPPLIES, LTD. (P.C.).—Capital £5,000. Objects: To carry on the business of importers, exporters and manufacturers of all kinds of biotic substances, biochemical preparations, physiological, etc. Reginald P. Barber, George Street, Mablethorpe, Lincs, director. R.O.: 80 Mortimer Street, W.1.

COMPANIES DISSOLVED.—Notice has been given in "The London Gazette" that the names of the under-mentioned companies have been struck off the register and the companies dissolved:—Drug, Perfumery & Allied Trades Association, Ltd.; The Walton Pharmacy (Peterborough), Ltd.; Westminster Pharmacy, Ltd.

BRITISH CHEMICAL PLANT MANUFACTURES ASSOCIATION.—This organisation, which has been in existence for some years, has been registered as a company limited by guarantee, without share capital. The word "Limited" is omitted from the title by licence of the Board of Trade. Secretary: Mr. J. Davidson Pratt, 166 Piccadilly, London, W.1.

## Voluntary Liquidation

**The International Pharmacy (Morgan Davis) Ltd.,** 34 Leicester Square, London, W.C.2. The statutory meeting of creditors was held recently at the Plaza Hotel, St. Martin Street, London, W.C., when Mr. J. F. R. Aubert, a director of the company, presided and stated that the shareholders had passed a resolution nominating Mr. L. T. Eyles, C.A., as liquidator. According to the statement of affairs the liabilities amounted to £1,057 1s. 1d., and after allowing £64 13s. 6d. for preferential claims the net assets were £764 16s. 11d., or a deficiency, as regarded the creditors, of £292 4s. 2d. The chairman stated that Mr. Spicer, a director of the company, died in September 1936, and since then Mrs. Spicer, his widow, and he (the chairman) had acted as the directors. The trading had been continued in the hope that they would be able to dispose of the business to a person who proposed to form a company with a view to taking over several chemists' shops in London. Those negotiations had been proceeding for some time, and since December 1936 the business had also been offered for sale, but without result. For some years past the turnover had been declining and losses had been sustained. For the year 1931-32 the sales were £3,759, but they had fallen each year until for 1936-37 they were £2,325. No directors' fees had been paid. The creditors passed a resolution confirming the voluntary liquidation of the company and appointing Mr. A. Granville White, of Messrs. Francis Nicholls White & Co., to act as joint liquidator with Mr. Eyles. A committee was also appointed.

## Insurance Problems

NATIONAL Health Insurance matters were discussed at a meeting of the Tees-side Branch of the Pharmaceutical Society held in Middlesbrough on February 16, Mr. W. R. Brackenbury presiding. The address was by Mrs. Jean Irvine, M.B.E. (a member of Council), who gave a summary of conditions prevailing in retail pharmacy prior to the advent of the National Health Insurance Act. The speaker referred to the unpopularity of the N.H.I. Act when introduced, and stated that 66,000,000 N.H.I. prescriptions had been dispensed by chemists in this country and that each year 50 per cent. of insured persons took advantage of the facilities provided. She pointed out that the N.P.U. was the negotiating body on N.H.I. matters with the Ministry of Health and that the wisdom or otherwise of this arrangement was for the Pharmaceutical Committees alone to decide. Mrs. Irvine next dealt with the practical side of the chemist's contract, especially Section 4A of the Tariff. In reply to a question, Mrs. Irvine said that the N.H.I. contract was a local one in each area, and that local Insurance Committees had the right to enforce their own rules regarding terms, rota, hours of business, and so forth. She expressed the opinion that in Middlesbrough the local arrangements were "years ahead" of those in any other place.

Mr. D'ARCY BRAY, secretary of the local N.P.U. Branch, referred to an N.H.I. prescription for tablets which he had had to purchase from a provincial house. He was charged 2s. for them, but the Pricing Bureau allowed him only ninepence, that being the price in a London wholesale list. The same speaker drew attention to the fact that only threepence was allowed on the cost price of a proprietary preparation or an appliance. On a 2s. 6d. article this worked out at something like 9 per cent. gross profit. Further illumination on this point was required.

Mr. J. C. THOMPSON mentioned that the area kept well within the limit allowed for N.H.I. dispensing (at present 2s. 4d.). He suggested that if each area had to control its own expenditure and abide by the result the N.H.I. account would be solvent.

Mr. BRACKENBURY mentioned that few proprietaries were prescribed in the area, because some years ago the doctors and chemists had had a round-table conference on the matter.

Mr. RICHARDSON referred to the practice by which Pricing Bureaux queried whether a chemist had supplied an equivalent instead of a proprietary preparation ordered. The question of what should be supplied had now been made so clear that there should be no need for continued queries on this point.

Mr. J. C. THOMPSON suggested that excessive and extravagant prescribing in some populous areas, particularly in London, was almost a "ramp" on the part of certain medical men who appeared to curry favour with patients. The speaker asked Mrs. Irvine to explain methods by which cases of extravagance in prescribing were detected and checked.

In answer to Mr. HOLLINGS, Mrs. IRVINE made it plain that, if a chemist had of necessity to use his telephone in procuring a proprietary preparation, the charge would be considered other than an ordinary overhead and should be shown on the prescription for payment. The time factor was not taken into consideration in remunerating chemists for N.H.I. work.

Mr. RICHARDSON questioned regarding the fee for dispensing a D.D.A. prescription; this provoked discussion.

Mr. BRACKENBURY asked if any allowance could be made for unavoidable waste in cutting up belladonna plaster; the answer was in the negative.

Mr. HOLLINGS pointed out that, in that area, the dispensing fees paid to chemists were roughly 50 per cent. of total expenditure. He wondered how this compared with the figures of other areas. The speaker gave facts.

Other questions were asked by Miss TAYLOR and Messrs. JEWITT, CROFT, SCHOLFIELD, BARKER and PICKERSGILL.

Mr. R. MACDONALD MURRAY (secretary) moved the following resolution, which was seconded by Mr. D'ARCY BRAY, was discussed and passed:—"That this Branch views with concern, and respectfully suggests that the Pharmaceutical Society's Council should take some measures to counteract the action of a financial corporation operating within pharmacy which by divers means blatantly and consistently undermines the status of the Pharmaceutical Society and the professional qualification of the pharmacist." A vote of thanks to Mrs. Irvine was proposed by Mr. SCHOLFIELD, seconded by Mrs. DRUST.



# Pharmaceutical Society of Northern Ireland

## Council Meeting

THE monthly meeting of the Council of the Pharmaceutical Society of Northern Ireland was held on February 18 in the Society's premises, 73 University Street, Belfast. The president, Mr. S. H. Forrest, was in the chair and there were also present Messrs. W. C. Tate (vice-president), H. F. Moore (honorary treasurer), J. Glendinning, I. W. Parker, J. McGregor, S. S. Badger, J.P., J. F. Grimes, J.P., J. McDowell, J. T. Nicholl, A. Abernethy, S. Gibson, J.P., J. E. Connor, Professor J. Small, Professor H. B. Mayrs, Mr. J. W. Gray, J.P., and Dr. S. E. Acheson. The secretary, Mr. D. L. Kirkpatrick, was also in attendance.

### CORRESPONDENCE

A letter was received from the Municipal College of Technology, Belfast, granting the use of the College for the written examinations on June 13 and 14, and the practical examinations on June 21, 22, 23 and, if necessary, 24.

The Ministry of Home Affairs wrote approving of the examiners appointed by the Society.

THE SECRETARY reported receipt of the following publications: Royal Society of Edinburgh, Papers on Quantitative Evolution (Professor James Small, D.Sc.) and "Conspectus of Examinations in Great Britain and Northern Ireland" (Sir Philip Hartog).

Greetings were received from the Pharmacy Board of Victoria, the Pharmaceutical Society of Victoria, the Pharmacy Defence, Ltd., the "Australasian Journal of Pharmacy," the Pharmacy Board of New South Wales, the Pharmaceutical Society of New South Wales and from Major Hamlin, registrar of the Pharmacy Board of New South Wales.

### EDUCATION COMMITTEE

It was stated in the minutes of the Education Committee that it was agreed that the Certificate of Apprenticeship to a Pharmaceutical Chemist be granted to the following students who had submitted certificates from the undernoted bodies: Senior Certificate, Ministry of Education, Northern Ireland, George Samuel Lynn, 20 Glenburn Park, Belfast. Matriculation examination of the Queen's University of Belfast, Norman James Harper, 3 Fountainville Avenue, Belfast.

The Committee also recommended that the following words be added to Regulation No. 71 (a) before the words in Pharmacy and Practical Pharmacy: "or has been referred."

THE SECRETARY said the clause as heretofore provided that if a candidate failed in pharmacy he failed in everything. In a few cases recently, he said, there had been some hard luck with regard to candidates in pharmacy getting through the examination in every subject and failing in a portion of the dispensing, and the examiner thought it rather rough. The purpose of the amendment was to allow a candidate to retain the subjects in which he passed. The amended clause could be brought in in time for the June examinations.

The minutes were passed on the motion of Mr. ABERNETHY, seconded by Mr. MCGREGOR.

### FINANCE COMMITTEE

The minutes of the Finance Committee were adopted on the proposition of Mr. PARKER, seconded by Mr. BADGER.

### HOUSE COMMITTEE

In the minutes of the House Committee it was stated: "The committee considered the recommendation of the Education Committee of January 6, 1938, referred from the Council, and agreed that a building should be put up in the vacant space now used as a garden in accordance with the plans submitted by Mr. Thomas Houston, architect, the ground floor to be equipped for an advanced pharmacy laboratory and the other floor as a chemistry laboratory. If the plans are agreed to there would be accommodation for the holding of the Society's examinations in the building. The approximate cost of the building, including heating, lighting, plumbing and painting would be £1,900."

THE SECRETARY, in presenting the minutes, said the Council had the money for the scheme if it was agreed upon.

PROFESSOR SMALL supported the recommendation and

referred to correspondence which took place between the president of the Society and the Ministry of Home Affairs in 1927. At that time, said Professor Small, the president of the Society told the Ministry that it would be absolutely necessary for the Society to have a thoroughly equipped laboratory, etc., with an efficient teaching staff, a library and a model dispensing department, and he asked that the Ministry should provide money for the purpose by taking less than the fixed proportion of licence fees. The Ministry agreed to take 25 per cent. for two years instead of 50 per cent., which yielded about £700. The money, Professor Small claimed, was for the purpose detailed in the correspondence with the president, and yet after ten years nothing had been done.

In reply to THE PRESIDENT, THE SECRETARY said up to 1936 the Society had in hand a sum of £8,877. When the 1937 account was made up the sum would be about £9,000.

When Mr. ABERNETHY said the £700 would not build the extension, THE PRESIDENT asked if it would not be possible to approach the Government for assistance from the point of view of education.

PROFESSOR SMALL: They would say, "What are you doing with the money you have got?"

THE SECRETARY stated that in addition to the initial sum estimated at £1,900 it would be necessary to equip the laboratories.

MR. ABERNETHY: It will take a lot of fitting. What would it cost?

DR. ACHESON: Will it not take £3,000?

THE PRESIDENT replied that that would be the outside figure.

MR. BADGER referred to increased valuation on the premises.

When Mr. GRAY asked if the rooms would provide sufficient space for holding the examinations, it was stated that there would be enough accommodation if the chemistry laboratory was built.

MR. GLENDINNING pointed out that the cost of taking accommodation at the Technical College would be saved.

MR. MOORE asked if it would not be a valuable asset to the Society to be able to hold as much of their examinations as possible in their own premises?

Replying to Mr. McDOWELL, THE PRESIDENT said the building would not cost up to £4,000. Mr. McDowell also asked if the building was only going to be in use during the examinations.

PROFESSOR SMALL: This was all begun in request for courses in advanced pharmacy.

MR. McDOWELL: Yes, but the chemistry laboratory is to be in the same expense.

PROFESSOR SMALL replied that there was the question of keeping up the dignity of the Society. At present it was a miserable thing to conduct examinations in holes and corners.

MR. McDOWELL put forward the question of having to bring examiners and teachers from across the Channel.

MR. MOORE said there had been tremendous opposition to the acquisition of the present premises of the Society, and the effort now was to advance a little further to keep up the dignity of the Society and be able to hold examinations on the premises. They might not be able to teach there for some time, but eventually it would be possible. The Society was still developing.

MR. TATE said the question could not be decided in a hurry. It was a matter both of expense and policy, whether they were going to start examinations and classes as well. Was this going to carry them over the border-line between solvency and insolvency? Would the new building be a place to come and look at, or was it going to be a place where people would do work? The question should be seriously considered from the point of view of policy as well as expense.

MR. CONNOR asked whether in a scheme of education the country districts would be included. Would there be money for the provision of classes in the country areas where they had difficulty in getting teachers? Centralisation in Belfast, he said, would starve the country.

MR. McDOWELL asked if it would not be better to get a rock-bottom figure for everything inclusive, so that they would know exactly how they stood.



MR. GIBSON said that the running costs should also be examined.

THE PRESIDENT said there seemed to be an impression that immediately the place was equipped teachers would be brought in. That was not the case. In the meantime they were going to hold examinations. They had not got down to a decided policy as to what they were going to do in the future. He thought they might get tenders in order to see what the building could be built for.

At this stage several motions were put forward, but none was seconded. MR. MCGREGOR proposed that a building estimate should be obtained. MR. McDOWELL moved that the matter should be deferred until more information was available and that meanwhile the Council should decide on policy. MR. NICHOLL's proposition was that the matter should be referred back to the House and Education Committees for the making of a more detailed plan.

PROFESSOR SMALL said the Society was set up mainly as an examining body, and if that is its main function it should have accommodation for its examinations. He did not see how the question of policy can arise. He added that so far as the cost was concerned, five years' profit on the Society's funds would provide £3,000 for the purpose at most. They would be putting a few years' profits into a building that would last as long as the Society. He moved that the matter be referred to the House Committee to get fuller details of the cost of equipping the building with benches.

MR. MCGREGOR seconded.

MR. NICHOLL's motion that the full cost of equipment be ascertained was seconded by MR. McDOWELL, and eleven members voted in favour of it.

The question was then raised what equipment was necessary,

and on the passing of the last motion DR. ACHESON moved that the President, Professor Small and the secretary should be a deputation to go to Edinburgh to see the premises there.

MR. ABERNETHY seconded.

DR. ACHESON said he visualised post-graduate courses for chemists as was done in the case of doctors. It might be that the Government might assist in a scheme of this sort.

MR. CONNOR said chemists wanted to know how the advanced pharmacy was going to pay them. At present it seemed they would have to take in some sidelines.

PROFESSOR SMALL: The higher branch is a very paying business.

MR. GLENDINNING said the new generation were not going to be satisfied with pharmacy as the present generation knew it, and they would certainly be going in for the higher branches.

After further discussion it was decided that the secretary should try to obtain an estimate of equipping the laboratories. The secretary said it would be a difficult matter as they did not know the amount of material, but they would make an effort to ascertain the cost. The minutes as amended were passed.

#### ELECTIONS TO MEMBERSHIP

The following nominated candidates were elected members of the Society on the motion of MR. GRAY, seconded by MR. MCGREGOR:—Charles Edward Moss, Maolmona, La Salle Park, Belfast; Andrew Gerard Kerrigan, 19 Fordingley Road, Maida Hill, London, W.9; Charlotte Elizabeth Nesbitt, Mulladuff, Glaslough, co. Monaghan; Oscar Arthur Wasson, Dunlambert Park, Fortwilliam, Belfast; Bernard McConville, Lough Road, Lurgan; George Mercer, 35 Friends Road, Croydon, Surrey.

## Vitamin Creams

THE accepted use of vitamin D externally in the treatment of wounds and of certain eye affections suggests that this vitamin may be a legitimate ingredient of cosmetic creams. In the medicinal unguents, halibut- or cod-liver oil is the vitamin-containing ingredient. With skin creams either the vitamin in a standardised oil (e.g. arachis) or a vegetable oil, such as avocado, is employed. Emulsifying agents are necessary, and the best are those which can be used at the lowest temperatures. Cholesterin is excellent. Not only does it operate at low temperatures, but it is itself a substance having a beneficial effect on the skin. The uses of this emulsifying agent have been previously dealt with in these columns (*C. & D.*, 1937, II, 319). The following formula results in a satisfactory product:—

#### VITAMIN-D CREAM

Oxycholesterin	...	...	...	3.5
White beeswax	...	...	...	1.0
White soft paraffin	...	...	...	12.0
Peach-kernel oil	...	...	...	20.0
Water	...	...	...	40.0
Borax	...	...	...	0.1
Nipazol-M	...	...	...	0.15
Vitamin D	...	...	...	50-100

International units per gram of product.

The oily ingredients, containing the nipazol-M, are mixed with the aqueous ingredients at 60° C. and emulsification commenced. The vitamin D, in standardised oil, is added at about 30° C. and mixing is continued until all the aqueous liquid is absorbed.

#### AVOCADO OIL CREAMS

The objection to the use of avocado oil in creams is usually its colour, but if the slight green tinge is augmented with added colouring matter, the cream can be made quite attractive. Commercial grades of the oil vary considerably, and it is reasonable to suppose that the conflicting results obtained from a supposedly equal vitamin content may be due to this lack of standardisation. Avocado oil has been said to contain vitamins A, B<sub>2</sub> and D, but it is now usually held to contain only the last two of these. The oil is obtained from the fruit of *Persea gratissima* (a native of tropical America) and is one of the most

easily absorbed oils known. The oil contains lecithin and helps to produce finer emulsions by reducing surface tension. The following gives a satisfactory but rather greasy cream:—

White beeswax	...	...	...	9.0
Spermaceti	...	...	...	3.0
White soft paraffin	...	...	...	30.0
Benzoinated lard	...	...	...	15.0
Lanolin	...	...	...	4.0
Avocado oil	...	...	...	16.0
Water	...	...	...	22.0
Borax	...	...	...	1.0
Nipazol-M	...	...	...	0.25
Green colour	...	...	...	q.s.

The oily liquids, with the exception of the avocado oil, are mixed with the aqueous at about 70° C., as in the preparation of a cold cream. When the temperature of the emulsion has dropped to about 40° C., the avocado oil is added with constant stirring, and the whole thoroughly emulsified until cold.

#### VITAMINS A AND C

Creams containing these vitamins are met with, but as carotene is the usual vitamin-A constituent, and the precursor is understood to exert its effect only after passing through the liver, the value of vitamin-A creams may be doubted, while it is by no means certain that vitamin-C creams do not owe their supposed beneficial effect to the astringency of the product. A typical formula is the one given above under vitamin D, substituting carotene concentrate of required strength for that vitamin. The resultant cream has a butter-yellow colour.

VITAMIN C.—Preserved lemon juice is generally employed as the source of vitamin C, and the main point to watch is that the emulsifying agent is compatible with acids. Cetyl alcohol and its derivatives (e.g. lanette wax) are suitable, and the following gives an idea of the lines on which to work:—

Lanette wax-SX	...	...	...	10.0
Lanette wax	...	...	...	5.0
Glycerin	...	...	...	5.0
Water	...	...	...	70.0
Lemon juice (preserved)	...	...	...	8.0

The lemon juice is added at the lowest possible temperature, preferably after the other ingredients have been partially emulsified, and the product is kept in air-tight containers.



# Pure and Wholesome Water

THE fourth meeting of the Session was held in the Society's House, 36 York Place, Edinburgh, on February 18, Mr. W. Spence Culbert, chairman of the Executive of the North British Branch, presiding. THE CHAIRMAN said it was with regret that he had to refer to the passing of Mr. Peter Boa. He was a thoroughly practical pharmacist and was for over fifty years a member of the Society and one of the most frequent contributors to their Evening Meetings.

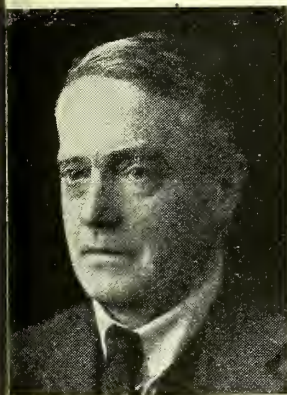
THE CHAIRMAN then called upon Mr. John Bowman, M.Inst.C.E., M.Inst.W.E., city water engineer, Edinburgh, to deliver the lecture on

## Municipal Water Supplies

[ABSTRACT]

THE provision of an adequate supply of water for a municipality involves usually four processes—collection or storage; conveyance in aqueducts; purification and distribution. The sources from which water may be drawn are: (1) rivers, (2) natural lochs or lakes, (3) upland surfaces, (4) springs, (5) underground stored water. London is an outstanding example

of water being drawn from a river. Aberdeen and Perth draw water from the Dee and Tay. Water from natural lakes is the second source of supply, Glasgow and Manchester being examples. Water from upland sources has usually to be stored in artificially constructed reservoirs, generally formed by constructing a dam across a valley. This dam may be either an earth-work dam, as is the case of the Edinburgh reservoirs, or may be a masonry dam, as in the case of the Birmingham and Liverpool supplies. The presence of underground water can usually be looked for in permeable strata. Where the geological formation is partly rock the only means of determining



Mr. J. Bowman

the presence of water is by boring. Water divining is generally discredited. Edinburgh's Talla aqueduct is the longest in Scotland, being about forty miles from the centre of the city. Loch Katrine is slightly shorter. Liverpool brings its water sixty-eight miles from Wales and Birmingham by an aqueduct seventy-three miles long.

## PURIFICATION AND FILTRATION

After dealing with problems connected with purification and filtration, Mr. Bowman said:—In order to produce the filtering layer on the top of the sand, a coagulant is applied to the water as it enters. Usually this is sulphate of alumina. The addition of the sulphate of alumina produces rapid flocculation. In order to counteract any tendency to acidity caused by this process, lime or chalk is added to the water. In Edinburgh there are two sets of mechanical filters: one at Fairmilehead, capable of dealing with two million gallons daily, and one at Gourlaw Filters for the supply of Dalkeith, Bonnyrigg and Rosewell, capable of dealing with one million gallons daily.

## WATER-SOFTENING PROCESSES

Glasgow has a water which has only one and a half degrees of hardness per 100,000 parts. Edinburgh water is a mixture of the harder Pentland water and the soft Talla or Moorfoot waters, which results in a blend having about three and a half to five degrees of hardness. London water has a hardness of approximately fourteen degrees. There are two processes of water softening—the lime process and the base exchange process.

Even after filtration or other treatment it may be necessary to apply to the water a germicide which will make the water absolutely sterile. The most popular method for a long time has been the application of chlorine gas. The objection to this

method is the danger of over-chlorination, which gives rise to objectionable odours of chlorine, but modern apparatus is so designed that such dangers are almost negligible. Chlorination, first used in London, has now been extensively applied in this country and in America. Another method extensively used in France is the application of ozone. Iodine is another germicide, but not extensively used. The United States Army prescribe one drop of iodine to a pint of water to render it germ free for troops using water from a suspected source. Another method of treating water with germicides is the application of silver. This process has recently come into use in Germany and is said to have great possibilities. The passing of ultra-violet rays through water is another method used, but it is uneconomical for large quantities.

## Discussion

DR. STEPHENSON said he had memories of his experience in India, where, of course, the question of water supply was a very important one. It was known that if the water was drawn from one river you might have an epidemic of cholera, and if drawn from another river you might have an epidemic of typhoid fever.

MR. CURRIE said he presumed there would be bacteriological checks on the purity of the water after filtration.

MR. HILL said chemists had observed that the Edinburgh water supply appeared to vary considerably in different districts of the city. In the York Place district, for example, the proportion of lime and chloride was very small, whereas in other districts, such as the Grassmarket, the proportion was much larger, and in the western district, such as Balerno, the water was highly loaded with lime and chlorides, so much so that people complained that it interfered with the use of the water for domestic purposes, and it would be interesting to know how this variation arose.

MR. MACKENZIE said, with reference to the matter of the diviner finding water, he had come across a large commercial company who depended entirely on water diviners, who got for them better information than anything furnished by water engineers.

DR. LLOYD said she was also interested in the reference to the use of ultra-violet rays in the sterilisation of water. It occurred to her that this might have a practical application in the sterilisation of medicaments, where the ordinary procedure by heating might destroy the active constituent. The contents of the ampoule might be sterilised by exposure to ultra-violet light. This could not be done in glass ampoules because the glass intercepted the ultra-violet light at the germicidal level. If, however, the ampoule was made of a transparent cellulose material, which did not intercept the ultra-violet light, sterilisation might be effected.

DR. TAIT said he was interested to hear that the possible cause of goitre was due to deficiency of iodine in the atmosphere. The cause was doubtful, but he understood that it was generally considered to be organismal. The occasional outbreaks of cases of goitre supported that view.

MR. HENDERSON said it was known that in Edinburgh there were many breweries which obtained their water supply from artesian wells, and that water would probably be much harder than the ordinary Edinburgh water. Would that be the reason for the great number of breweries in Edinburgh?

MR. BOWMAN said, in regard to variations in the city, in the western district the supply came from Fairmilehead and was mixed with North Pentland spring water; in Colinton district, it was practically all North Pentland spring water. Edinburgh water, generally speaking, was fairly hard, about half the hardness of the London water supply. The water diviner might discover the presence of water, but gave no evidence as to the quantity. In Fife County, for example, the water diviner found water, but on investigation it was found that the supply was totally inadequate. It was quite true that the breweries in Edinburgh all drew their supply from artesian wells, and this water was regarded as superior for the manufacture of beer.

DR. BLACKIE moved a vote of thanks to Mr. Bowman.

MR. J. C. SOMERVILLE seconded the vote of thanks, which was carried with acclamation.

On the motion of Mr. INNES, a cordial vote of thanks was accorded to the chairman.



# Trade Notes

**SIMPSON'S IODINE PRODUCTS.**—Illustrated on this page is the new Simpson's tincture of seaweed iodine which is packed in coloured display boxes containing one dozen bottles. Public attention will be directed to this product among other Simpson iodine preparations in a full-page advertisement which is to appear on March 11 in the "Daily Mail." These products are supplied by J. W. Simpson (Chemist), Ltd., Aldwych House, London, W.C.2.



A NEW VINOLIA REFILL for the bakelite drainer case has been issued by the Vinolia, Co., Ltd., Bebington, Wirral, Cheshire. An attractive display box is issued with every order and particulars of special display offers are sent on application.—A preliminary 1938 list has recently been issued. Among the deletions are the antiseptic and premier shaving sticks. In addition to the refill product mentioned above, the three-tablet Vinolia soap pack, the introduction of which has already been announced, is quoted in the list. Attractive bonus terms on these and other products are detailed in the display allowance leaflet which is included in the list.

**PHYLLISAN BONUS OFFER.**—Sangers, Ltd., 258 Euston Road, London, N.W.1, announce in this issue that the bonus offer of Phyllisan closes on March 25.

**JOHN GOSNELL & CO., LTD.,** have recently appointed Mr. R. W. Phillips, 106 Great Russell Street, W.C.1, as their home trade sales representative.

**BRITISH CHEMICAL PLANT DIRECTORY.**—The 1938 edition of the official directory of the British Chemical Plant Manufacturers' Association, 166 Piccadilly, London, W.1, has just been issued and is available to inquirers interested in the purchase of chemical plant.

**CHANGE OF ADDRESS.**—The Vosemar Co., Bury, Lancs, moved on February 21 to a larger factory for the very good reasons given in our advertisement pages. Four of the products are quoted: Curly Top, natural hair curler for babies; Vosemar, natural hair curler for adults, and two shampoo products issued in tubes.

**FENTON FACE SQUARES** advertised in this issue include examples of various types made by The Fenton Manufacturing Co., Ltd., 13 Bartlett's Buildings, Holborn Circus, London, E.C.4. There is a wide assortment available, and each square is packed in printed transparent paper, one dozen in a display outer which is useful for display either on the counter or in the window. Orders may be placed through the usual wholesalers and a sample selection from a wide range of squares will be sent to chemists on request.

**GILLETTE BLADES.**—We are informed by Gillette Industries, Ltd., that a display carton and showcard for a new Gillette product — the stainless Gillette blade — is being sent to 25,000 retailers in Great Britain and Ireland. The display carton, which is in bright colours, is shown in the illustration, together with the new dummy display card for the new style of packing for 7-o'clock blades. Readers



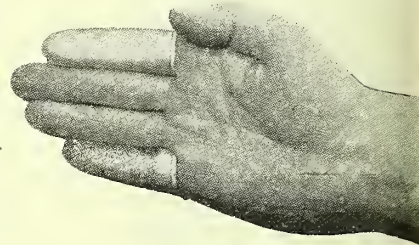
who have not received notice should Gillette Industries, Ltd., Gillette Corner, Great West Road, Isleworth.

**SEA-SICK REMEDY.**—A list of the publications in which advertisements appear for the sales promotion of Airsea antidote for sea, air or rail sickness appears in our advertisement pages. Airsea is issued in two sizes and generous trade terms are offered. Display material may be obtained from the sole distributors: Thos. Christy & Co., Ltd., 6/12 Old Swan Lane, London, E.C.4.

**URANDIL IODINE-URANIUM OINTMENT** has been introduced for the treatment of skin lesions. Its value in this direction is stated to have been established by extensive clinical trials at the Prague Dermatological Clinic. It is now being advertised to the medical profession and is issued in tubes of one size by The Anglo-French Drug Co., Ltd., 11-12 Guilford Street, London, W.C.1.

**YARDLEY BEAUTY PRODUCTS.**—We have received from Yardley & Co., Ltd., Sackville House, 40 Piccadilly, London, W.1, a proof of the first of a new series of advertisements for the Yardley beauty preparations. These advertisements will appear during the year in the principal newspapers and women's magazines. This proof, which has the caption: "The Truth about Beauty," illustrates the Yardley beauty method in progress together with an illustration of the pack.

**RUBBER FINGER STALLS.**—Herbert Fromm, 29-31 Oxford Street, London, W.1, have introduced two new types of finger stalls: rough and smooth surfaces in sizes 1 to 6. They are each packed in transparent paper envelope with hygienic seal. They are cured by heat and are stated not to deteriorate in stock for at least three years. Further details are given elsewhere in this issue.



**LOW-PRICED SAFETY RAZOR.**—Geo. H. Lawrence, Ltd., Laurel Works, Sheffield, directed attention in last week's issue of the C. & D. to their low-priced silver-plated Laurel razor, which is retailed in bakelite cases with two blades. The razor carries a specially designed and weighted head which ensures easy shaving and prevents "pull."

**GLUCOSE-D BONUS PARCELS.**—A bonus offer for Glucose-D made by the Glaxo Laboratories, Ltd., Greenford, Middlesex, is now available. Chemists are advised to stock up during the next four weeks, and, the offer being exclusive to pharmacies, a window display is suggested.

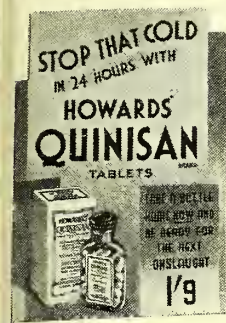
**ADIPOSETTES.**—A generous bonus for window display and increased discounts generally are being offered on Adiposettes, which have been introduced for slimming treatment. Details may be obtained from the sole distributors: Francis Riddell, Ltd., Axtell House, Warwick Street, Regent Street, London, W.1.

**DRUG-TRADE JOKES.**—McClure, Young & Co., Ltd., 90 Standard Road, London, N.W.10, introduced a novel advertising idea in these columns last week, when an offer of one guinea weekly was made to every proprietor pharmacist who sends a joke of interest to the trade and which they consider good enough to publish. Details of this week's winner are given elsewhere in this issue.

**ELECTRIC DRY SHAVER.**—The Speeko electric dry shaver, to which attention was directed in our advertisement pages recently, offers a generous rate of profit to chemists, and we are informed that ample supplies are now available, although the demand has been considerable. Full details may be obtained from the sole distributors for Great Britain, Australia, New Zealand, South Africa, India and Colonies—Thompson & Capper Wholesale, Ltd., 5 Speke Hall Road, Liverpool, 19.



**HOWARDS' QUINISAN TABLETS.**—We have just received from Howards & Sons, Ltd., Ilford, a neat showcard drawing attention to the usefulness of Howards' quinisian tablets for colds and influenza. A copy will be sent to any retailer on application.



**RUBIAZOL** is an anti-streptococcal compound issued in the form of tablets and ampoules by the Roussel Laboratories, Ltd., 36 Cavendish Square, London, W.1. This product is the first of a series to be introduced in this country. The tablets contain 0.20 grammes of carboxy-sulphamido-chrysoidine and are issued in tubes of 20 and 250 tablets. Rubiazol for intra-muscular injection is a disodium salt of 4, sulphamido-phenyl-120-naphthol-1 aetilamino-7 di-sulphonic-3, 6 acid. This preparation is issued as ampoules of 5 per cent. solution in boxes of 5 and 25. Both products are indicated for treatment of streptococcal infections.

**STYPTIC PENCILS AND ALUM CONES.**—E. Dursthoff, Ltd., 208 Stewarts Road, London, S.W.8, recently drew attention to these products and others, including lipsticks, eyebrow pencils, etc., for the trade. They state they are the largest manufacturers in the country.

**NEW BARLOVA PRODUCT.**—Barlova, Ltd., Hyde, Cheshire, have introduced Red Label malted milk as a companion to the Blue Label malted milk and eggs, chocolate flavour. Four sizes are issued of both Barlova products, and chemists are asked to state when ordering whether Blue or Red Label Barlova is required. This product contains no household sugar.

**KEMDEX DENTURE CLEANSER BONUS OFFER.**—Kemdex, the oxygen denture cleanser, has been recently added to the list of proprietary articles owned and manufactured by Scott & Bowne, Ltd., 10 Stonecutter Street, London, E.C.4. A bonus offer is open during March. Kemdex is supplied in screw cap sealed bottles attractively cartoned in two sizes.

**CHERIE EAR CONTROL BONNET.**—This is intended to be used for the correction and prevention of babies' and children's projecting ears. Full details of this bonnet, together with a slumber helmet, were given in the C. & D. last week and are displayed at the British Industries Fair on Stand F. 1429. These products are obtainable from the usual wholesalers or direct from June Hair Curler Co., 55 Oak Grove, London, N.W.2.

**SUMMER TOILET PREPARATIONS.**—Illustrated herewith are the summer preparations manufactured by Kathleen Court, 324, 326

Regent Street, London, W.1. These products, which are neatly packed, are illustrated on this page and consist of the following products:—Cooltan, Cooltan Lotion, Suntan talc, Protan sun oil. All are issued in pack-

ings of one size, except Cooltan, which is supplied in tubes of two sizes. Cooltan products will be nationally advertised from May to the end of August.



## Information Department

### INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

- |   |  |
|---|--|
| B/23. Bormophenol throat paint                  | M/23. Ostex blades                                 |
| O/23. Endox shampoos (London agency)            | P/17. Solox (for photographic or copying purposes) |
| W/22. Euparal                                   | C/16. Tablet marked A.B. with a serpent device     |
| S/14. Lektrolite fluid (for cigarette lighters) |  |

## Personalities

**MR. M. H. STOTHERT, M.P.S.**, Atherton, recently gave an address on "My Job" to the Lytham St. Annes Rotary Club.

**MR. W. H. STONES, M.P.S.**, Bury St. Edmunds, has been re-elected chairman of the West Suffolk Insurance Committee and of the Medical Benefit subcommittee.

**MR. W. L. TOWERS, M.P.S.**, Chatham, has been elected to the 31<sup>st</sup>, the honour being conferred upon him at a meeting of the Masonic Supreme Council for England and Wales at 10 Duke Street, London, S.W.1, on February 8. [Corrected note.]

## Births

Notices for insertion in this column must be properly authenticated.

**BURROWS.**—At St. Ann's Nursing Home, Herbert Road, Nottingham, on February 19, the wife of Wilfred J. Burrows, M.P.S., of a daughter.

**HOUSTON.**—At 71 Great King Street, Edinburgh, on February 18, the wife of William A. M. Houston, M.P.S., 62 Inverleith Row, Edinburgh, of a son.

**WIGGIN.**—At Allington House Nursing Home, Ipswich, on February 17, the wife of Felix Wilfrid Wiggin, M.C., M.P.S., Ipswich, of a daughter.

## Deaths

**BRYDEN.**—After a short illness, recently, Mr. Adam Bryden, M.P.S., Barrow-in-Furness. Mr. Bryden qualified in 1908.

**LAWSON.**—At 16 Main Street, Limavady, on February 20, Mr. George Wilson Lawson, Ph.C. Mr. Lawson was registered as a druggist in 1891 and passed the modified pharmacy examination of the Northern Ireland Society in 1926. He had carried on business in Limavady for over forty years.

**PHETHEAN.**—On January 27, Mr. James Phethean, M.P.S., Riddington, Notts, aged eighty. Until lately Mr. Phethean was in business in High Street.

**RYALL.**—At Devonport, on February 11, Mr. Frederick John Ryall, M.P.S., aged seventy-one.

**SCHOFIELD.**—At his residence, The Retreat, Morpeth, on February 16, Mr. Frederick Elston Schofield, aged eighty-six. Mr. Schofield had been in business in Newgate Street for over half a century and for a number of years had been chairman of the Northumberland Insurance Committee. Outside pharmaceutical affairs he had a variety of interests. His public service included thirteen years as a member of the town council, he became mayor in 1889-90, a magistrate from 1915, a trustee of Morpeth Savings Bank, a director and former chairman of Morpeth Gas Co., a governor of Morpeth Dispensary, and a founder of Morpeth Cottage Hospital. His interests also included dogs, gardening, birds, and archaeology, and he was a botanist of considerable merit.

## Recent Wills

**MR. EDWARD SCHOLEY WARING**, 19 Patrick Road, West Bridgford, Notts, retired chemist and druggist, who died on October 6, 1937, left estate of the gross value of £34,489, with net personalty £33,255.

**MR. JOSEPH COWPER, Ph.C.**, Thacka Gate, Penrith, chairman of Joseph Cowper, Ltd., chemists, Penrith, who died on November 28, 1937, left estate of the gross value of £6,790, with net personalty £6,738.

**MR. WILLIAM MOORE BLACKWOOD**, 22 Grcy Road, Walton, Liverpool, joint managing director of R. Sumner & Co., Ltd., manufacturing chemists, who died on November 2, 1937, left £3,129, with net personalty £2,267.





Retail		Trade
1/3 size		8/6 doz. bottles
1/9 "	<i>John Bell</i>	11/6 " "
2/9 "	BRAND	17/6 " "

**TIN-OX TABLETS**

**JOHN BELL, HILLS & LUCAS LTD.**  
OXFORD WORKS, TOWER BRIDGE ROAD, LONDON, S.E.1

**C O L D S**

PREVENTION AND TREATMENT  
are both efficiently accomplished by

**SEROCALCIN**

TABLETS

Literature gladly sent to any Pharmacist

**HARWOODS LABORATORIES, LTD.**  
WATFORD, HERTS

**'ZYMINE'**

**Peptonising Tubes**

FOR THE PREPARATION OF PEPTONISED MILK AND OTHER PRE-DIGESTED FOOD

Supplied in boxes containing 6 and 12 tubes

Originated and Manufactured by:

**FAIRCHILD BROS. & FOSTER (Inc. N.Y.)**  
NEW YORK, and 65 HOLBORN VIADUCT, LONDON, E.C.1

Agents:—


**BURROUGHS WELLCOME & Co.,** London, Sydney, Cape Town

**NOT SUBJECT TO POISON REGULATIONS**

**'ADALIN'**

TRADE MARK CARBROMAL BRAND

**SEDATIVE AND MILD HYPNOTIC**



**BAYER PRODUCTS LIMITED**  
AFRICA HOUSE, KINGSWAY, LONDON, W.C.2

**S. V. R.**

FOR **TINCTURES**

Write for Prices

**JAS. BURROUGH LTD.** 1 Cale Distillery, LAMBETH, S.E.11 (2)

"Ty-phoo" is the tea which doctors throughout the country are now recommending to patients with whom ordinary tea disagrees.

**"Ty-phoo"**

TEA IS

**"THE BEST PAYING LINE IN THE TRADE"**  
(20½% on selling price).

Applications invited for sample and terms  
Sumner's "Ty-phoo" Tea Ltd., Birmingham  
(Not connected with any other House.)

**THE PRESCRIBER**

*A Monthly Review of Medical Science*

Most useful to the progressive Pharmacist

**FEBRUARY 1938—THE ANÆMIAS**  
*The latest Developments. 2s. post free*

Through any Medical Bookseller, or direct from:  
**THE PRESCRIBER OFFICES, 65 Castle Street, Edinburgh 2**

Are you stocking

**YESTAMIN?**

Dried Yeast in its most concentrated and most convenient form—powder and tablets. Generous terms and good discounts. *Write today to—*  
**The YESTAMIN CO. (The English Grains Co. Ltd.) Shobnall Rd. Burton-on-Trent**

**"Counter Prescribing"**

The age-old right of chemists to 'counter-prescribe' is preserved to them under Sec. 19 (1) (c) of The Pharmacy and Poisons Act, 1933.

The latest edition of "DISEASES AND REMEDIES" is an invaluable standby in this connexion. It provides a host of tested formulas in accordance with modern medical practice, as well as an alphabetical arrangement of diseases.

It is the Chemists' Guide to modern medical practice.

You can secure a copy of the latest edition by return of post if you send remittance value 7s. 10d. to

The Publisher,

**THE CHEMIST AND DRUGGIST**  
28 Essex Street, Strand, London, W.C.2



# THE CHEMIST AND DRUGGIST

VOL. CXXVIII

February 26, 1938

NO. 3029

## CONTENTS

	PAGE		PAGE
Absorption of Drugs ...	250	Irish Notes ...	234
Births ...	241	News in Pictures ...	235
British Industries Fair ...	245	News of the Week ...	229
Business Changes ...	229	Personalities ...	241
Coming Events ...	244	Pharmaceutical Society of Northern Ireland:—	
Company News ...	236	Council Meeting ...	237
Correspondence:—		Pure and Wholesome Water ...	239
Letters ...	255	Recent Wills ...	241
Miscellaneous Inquiries ...	256	Retrospect ...	256
Deaths ...	241	Scottish Notes ...	234
Editorial Articles:—		Sicilian Oil Exports ...	250
Retail Distributive Trades Conference ...	243	Topical Reflections ...	235
Pharmacy Prospects ...	243	Trade Marks ...	254
Pharmaceutical Embryo... ..	244	Trade Notes ...	240
World Exchange Restriction tions ...	244	Trade Report ...	251
Imperial and Foreign News ...	235	Vitamin Creams ...	238
Information Department ...	241	World Mineral Industries— No. 9 ...	254
Insurance Problems ...	236		

## Retail Distributive Trades Conference

A REPORT of the Retail Distributive Trades Conference on wages, hours and conditions of employment has just been issued. This was a joint conference of representatives of employers' organizations and trade unions convened by and held under the auspices of the Ministry of Labour "to consider the practicability of formulating proposals for the establishment of suitable machinery for the regulation of wages, hours of work and other conditions of employment in the retail distributive trades and report back to a further joint conference."

It is stated that nearly 2,000,000 shop workers and many thousands of shopkeepers may be affected by the report which has been submitted to the Minister of Labour, the Rt.-Hon. Ernest Brown, M.C., M.P.

There were seven representatives from employers, organisations, including Mr. Patrick Howling (National Chamber of Trade) and Mr. W. Herman Kent (National Federation of Grocers' and Provision Dealers' Association) and seven from the trade unions, among whom were Mr. A. W. Burrows (National Union of Distributive and Allied Workers), Mr. J. E. Corrin (Transport and General Workers' Union), and Mr. G. Maurice Hann (National Amalgamated Union of Shop Assistants, Warehousemen and Clerks). The report is to the effect that regulation of wages, hours and conditions of employment in the retail distributive trades is practicable under a scheme, details of which are outlined, and the suggestion is made that the name of such a body might be the National Retail Distributive Trades' Council. The scope of such a Council would be to cover all persons employed in any capacity in connexion with the retail sale and distribution of goods whether carried on in a shop or elsewhere. This includes persons engaged in serving customers, receiving orders, handling, dispatching, collecting or delivering goods, in the clerical work of the business, in carrying messages or running errands or engaged in any other occupation connected therewith. In fact, the intention is to be entirely comprehensive. The functions

of the council is to consider and fix minimum wages, hours of work and conditions of employment, these to be enforced by statute.

This is presumably a step towards the establishment of a trade organisation to cover retail distribution for effective protection of the individual in such industries just as in the case of the heavy or industrial trades where each worker has his rights and duties established at agreed rates of pay. It is difficult to see how pharmacy could be left out of such a scheme; for even if the professional nature of pharmacy were recognised, the trade side would undoubtedly be caught up, especially as it is this trade side which enables pharmacy to continue to act professionally as dispensers for the nation at so ridiculous a rate of remuneration. The effect of the formation of such a Council might well be greater so far as pharmacy is concerned than probably any other retail distributive trade. There are in round figures 24,000 qualified chemists on the Register of the Pharmaceutical Society. As there are about 10,000 proprietor pharmacists, approximately 50 per cent. of qualified chemists can never hope to become employers of labour but must act as employees. At the present time, therefore, when there are so many qualified chemists in the employment of chain stores of all sizes and descriptions, the question arises as to whether or not such a Council would in the main be beneficial to the qualified chemist. While there is no evidence of any pharmaceutical representation among any of the personnel of the Committee, yet there are quite a number of qualified chemists members of trade unions associated in one or other of the unions represented by the three members whose names have been mentioned.

## Pharmacy Prospects from a Retrospect

At the meeting of the Northumberland Branch of the National Pharmaceutical Union reported on p. 231 of this issue, Mr. Mallinson had the unenviable task of dissertating on a subject chosen by the Branch, namely "The Future Prospects of Pharmacy." Mr. Mallinson obviously did not intend to prophesy among the members of his own Union, according to the report, but contented himself with reviewing the progress made by pharmacists during his association with the trade. Contrasting the state of dispensing which was infinitesimal in his early days, Mr. Mallinson pointed to the fact that the National Health Insurance Acts gave chemists a fair share of dispensing and fees had greatly risen. Chemists who have passed through a similar period to Mr. Mallinson can agree with him that so far as England is concerned, dispensing was indeed infinitesimal. In Scotland, however, pharmacy was on a much higher level, not only in regard to payment for dispensing, but also because prescribers' requirements were sufficiently varied to test the skill of the most competent dispensing chemist. In retrospect, therefore, the question is whether payment for dispensing should have been accepted at the lower level when National Health Insurance was inaugurated. In the early days, those who negotiated on behalf of the chemists were possibly right in accepting that rate of payment in order to establish the principle that the pharmacist was trained to dispense medicines and doctors to prescribe them. Had chemists refused to accept the rates of payment, undoubtedly the government of the day which was in a very strong position could have established State dispensaries for the people's medicines. The medical practitioners on the other hand would have been glad to



exchange the club system of medicine and treatment for the stability of a scheme fostered by the government. It would have been an easy matter for the practitioner of those days to keep control of expenditure in the prescribing of drugs. The swing of the pendulum, however, has improved the position of the pharmacist to-day. It is unlikely that the Government would open dispensaries to handle prescriptions, and panel doctors would hardly care to undertake the work which has grown so enormously, and become so varied and costly. Further, the principle of dispensing for the people by the chemist has been established. It may indeed be that chemists can look forward with high hopes to future improvements, but if these prospects are to be judged by recent happenings, this rosy future is still some way off.

### The Pharmaceutical Embryo

THE article on the apprentice question by Mr. Somerville which appeared in *THE CHEMIST AND DRUGGIST*, February 19, p. 210, is worthy of special notice by readers in view of the importance of the subject and the manner in which it was reviewed. The question he has discussed is, of course, no new one, yet he has brought forward some facts which are subjects for consideration at meetings of pharmacists throughout the country. Mr. Somerville has put the matter in a nutshell, or perhaps an eggshell. The fundamental question is whether the pharmaceutical egg is to be broken from the outside or from within. In fact, the importance of the embryo within has been largely overlooked, as can be seen even by the most cursory examination of Mr. Somerville's paper. The constant repetition by headmasters of schools throughout the country to their scholars departing to take up a position in life to avoid pharmacy as if it were the plague has already had its effect, and can it be wondered at? Bad working conditions and poor remuneration are, according to Mr. Somerville, not likely to attract promising young men to follow the trade, especially as the cost of qualifying as a pharmacist is so considerable. After years of levelling up the standard of educational requirements, it is a deplorable indictment of the ineptitude and lack of foresight of the Society's Council if Mr. Somerville's viewpoint—that only by making the qualification easier can pharmacy continue to attract apprentices—becomes imperative.

The enormous changes which have taken place in shop pharmacy can sometimes best be realised by those who can revisit the shops in which they were engaged at a few decades ago. Dispensing, as one correspondent in this issue points out, is a declining art, since there is little opportunity for making galenicals in the pharmacy today, even if it were an economic proposition. If pharmacists, as they are at present educated, registered, inspected and hedged round by all manner of pains and penalties are to exist, then first of all some sort of recognition must come from the Government. The Ministry of Health viewpoint is common knowledge. Pharmaceutical status in the army also reveals the official attitude. It has been found, that despite many years of attempts to gain commissioned rank, it is at this date practically a hopeless proposition.

Insurance dispensing remuneration is no incentive for anyone to take up pharmacy as a livelihood. The sale of poisons has been given away except those poisons which cannot be sold other than on prescription and in quantities which are negligible with a very few exceptions. If the educational policy of the Society is to discourage young men or women

from entering the business, then it can be said this policy has been a successful one. The building which is to be raised will have to be maintained, and with a reduction in the number of pharmacists it will mean that registration of premises fees may have to be increased to the maximum. The financial resources of the Pharmaceutical Society are not inexhaustible, and if the new house is not to become a mausoleum, then heed will have to be taken of this very serious apprentice question. The Educational Committee of the Society would do well to have a new investigation undertaken by an independent authority, preferably an actuary.

### World Exchange Restrictions

THE Department of Overseas Trade has issued for the guidance of exporters a pamphlet outlining the exchange restrictions at present in force in certain foreign countries. In Europe there are nineteen countries where monetary controls are in force. The general feature of these exchange restrictions is that an importer in these countries has to obtain from his Government a permit to allow him to send money out of the country by way of payment for the goods it is proposed to import. In many cases the issue of such permits is rigidly restricted to absolute necessities of a national character. Other countries have adopted a Clearing Account system, and imports from a particular source are only permitted provided the trade account with the exporting country has a sufficient balance in hand to pay for the goods it is desired to import. The chief European countries which are still free of exchange controls are France, Holland and Russia. In Central and South America thirteen countries have found it necessary to institute similar restrictions in order to preserve the balance of their trade and the stability of their finances. Seven countries, which now includes Japan, in the Near and Far East, now control some or all of their imports by means of limiting, chiefly by means of permits, the export of currency. The pamphlet should prove useful to all exporters, copies of which may be obtained from the Department's Head Office in London.

## Coming Events

### Tuesday, March 1

- Norwich Branch, Pharmaceutical Society*, Curat House, at 8.15 p.m. Mr. A. Mortimer on "The Retailer and N.H.I."
- Wimbledon Pharmacists' Association*, Town Hall, Wimbledon, at 8.30 p.m. P.D.A. meeting.
- Birmingham Branch, Pharmaceutical Society* (scientific section), Central Technical College, Suffolk Street (Room No. 508), at 8.30 p.m. Mr. T. H. Wilson on "Medicine, Past and Present."

### Wednesday, March 2

- Medway Branch, Pharmaceutical Society*, Royal Star Hotel, Maidstone. Annual dinner and dance.
- Harrow Branch, Pharmaceutical Society*, Gayton Rooms, Station Road, at 8 p.m. Benevolent Fund whist drive.
- West London Branch, Pharmaceutical Society*, Stewart's Restaurant, 50 Old Bond Street, W.1, at 8.30 p.m. Meeting, preceded by supper.

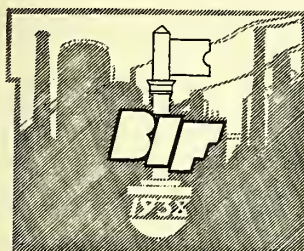
### Thursday, March 3

- Bedfordshire Branch, Pharmaceutical Society*, George Hotel, Luton, at 7.30 p.m. Annual dinner and dance.
- Durham County Branch, Pharmaceutical Society*, Three Tuns Hotel, New Elvet, Durham, at 8 p.m. Miss H. M. Winch, on "Pharmaceutical Education."
- Manchester Pharmaceutical Association*, Victoria Hotel, Deansgate, at 8.30 p.m. Mr. F. Newby on "How Can We Get Pharmacy for the Pharmacist?"
- Norwich Branch, Pharmaceutical Society*, Thatched Restaurant, at 7.30 p.m. Annual dinner.

### Friday, March 4

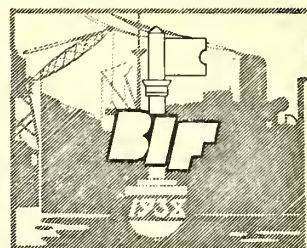
- London (S.W.) Chemists' Association*, Balliana Club, Ltd., Ramsden Road, S.W.12. Joint Association and P.D.A. meeting.





# British Industries Fair

NEWS AND IMPRESSIONS



THE London sections of the British Industries Fair opened at Olympia and Earls Court on February 21. Advance details of the exhibits of chief trade interest were given in last week's issue of THE CHEMIST AND DRUGGIST, and in this and following pages we reproduce photographs of a number of stands.

## Tour of the Fair

First impressions on entering Olympia at the Addison Road entrance were perhaps inevitably connected with the transfer of the Empire Section to Earls Court. By the change an important attraction was lost to Olympia, since probably the majority of Fair visitors took advantage of the unique opportunity provided to see the excellent examples of raw materials, produce and manufactures from all the more important units of the British Commonwealth of Nations. The loss to Olympia was, however, a gain to the Chemical and Scientific Instruments sections, since these were brought forward nearer the entrance. The less advantageous position of the perfumery and cosmetic sections, which was commented upon in these columns last week, was borne out by events. In relation to the Chemicals section, these groups were on the far side of the Plastics in an L-shaped arrangement between the arms of which were pianos and other musical instruments, frequently demonstrated. If these sections had been transposed compactness would have been served and the druggists' sundries would also have been brought a little closer to the sub-section of razors in the Cutlery section.

## CHEMICALS

The magnitude of the alkali industry is demonstrated by an impressive display occupying the whole of the Imperial Chemical Industries stand, which shows the evolution of the industry from early times, the different steps in the manufacture of alkalis and the many applications of alkalis in industry. A new compound which has remarkable jellifying properties in relatively low concentrations is Manucol, displayed by Albright & Wilson, Ltd. This substance is the sodium salt of alginic acid, which is obtained from species of *Laminaria*. This firm is also showing three new plasticisers, trimethylphosphate, triethylphosphate and tributylphosphate, and Calgon, consisting of sodium metaphosphate for boiler water conditioning. The first polystyrene synthetic resin, Distrene, manufactured in this country is displayed, in mouldings made by various firms, on a joint stand of the Distillers Co., Ltd., the Methylating Co., Ltd., and British Industrial Solvents, Ltd. This thermoplastic resinoid, which is transparent and colourless, can be moulded by injection or compression, and its electrical insulating properties are claimed to be unequalled by any other synthetic resin. On the same stand is a large illuminated chemical tree showing the various products obtained from molasses in the alcohol industry. An interesting illustration of the protective powers of Detel, a chlorinated rubber solution, against strong acids and alkalis is shown on the stand of Detel Products, Ltd., where bank-notes covered with the material were subjected to strong corrosives without being damaged by them.

Researches on vitamins has shown that the "pellagra preventing" factor is closely related to nicotinic acid. This substance, which is pyridine-carboxylic acid, is now being used in the treatment of pellagrous conditions, and is being shown by Whiffen & Sons, Ltd. The depressing action of certain alkaloids has been found to be largely overcome by replacing the inorganic radicles of these alkaloids with a camphor-sulphonate radicle. An example of this type of compound is emetine camphorsulphonate seen on the same stand. Concentrated essences having a natural odour and taste—the Eesi-flo

series—made from fruits, are being exhibited by W. J. Bush & Co., Ltd., together with a selection of food colourings which may be used in paste, liquid or powder form. This firm also displays a new range of compounds for perfuming cosmetic preparations. Ester oil, which is a pale yellow oil having a fatty odour, and is used as a substitute for olive oil in the worsted, silk and rayon industries, is being shown by Howards & Sons, Ltd. Sodium lactate 80 per cent., which is a pale viscous liquid having a greater hygroscopic power than crude glycerin, is also exhibited. It is used as a substitute for glycerin in certain industries. A range of Howards gluconates is also shown on this stand. The testing of various pharmaceutical products and detection of adulterations by examination under ultra-violet light are demonstrated by an instrument on the stand of Boots Pure Drug Co., Ltd. Among the horticultural products shown by Boots are a colloidal sulphur preparation, colloidal copper compound and colloidal barium silicofluoride, used as fungicides and insecticides.

Menthone and peppermint oils made by a new process to eliminate impurities are exhibited by A. Boake, Roberts & Co., Ltd. New perfume bases of the floral type, and Kullotabs, which are tablets containing a weighed amount of harmless colouring for use in confectionery, etc., are also included in the full range of oils and essences shown by this firm. In view of the increased interest in germicides during the past year, Monsanto Chemicals, Ltd., are showing a comprehensive range of raw materials of the parachlor-metaxylenol type for the production of potent antiseptic products. A special display is also made on this stand of a series of benzoates and plasticisers.

The estimation of  $pH$  values by the Lovibond comparator method was illustrated in a striking illuminated display on the stand of British Drug Houses, Ltd. Nicotinic acid B.D.H. is also on view at this stand. This substance is now available for oral administration in tablets of 30 mgm.

## PERFUMERY AND SUNDRIES

During opening day advance specimens of two specialties shortly to be generally distributed by Potter & Moore, Ltd., arrived at their stand. These were a shaped "crystal-drop" bottle of perfume for the handbag and a new circular bath

Stand of  
THE CHEMIST AND DRUGGIST







## British Industries Fair



salts tablet, believed to be the first of its kind. It was noticed that considerable interest was shown in the colourful display stands of Zenobia floral perfumes, on which painted containers appeared as flowers in plants that stood out in relief from the background. One of the most attractive displays on the first floor was at the stand of Spencer Bros., where models of holdalls in new quilted waterproof ("Lancaster") cloth and quilted chintz patterns were shown. The opportunity was taken to examine, at another stand, the ingenious safety razor devised for use in institutions (*C. & D.*, February 19, p. 218); it was learned that a contract has been placed for the supply of these to certain institutions under the control of the Admiralty.

### PLASTICS

Particularly pleasing in this section was a range of products fashioned by various makers in Catalin cast resin. These included shaving brushes, nail brushes, hair brushes and hand mirrors in white and black, as well as delicate transparent colours. The Thermovent heaters shown at another stand are worth the attention of visiting chemists and druggists compelled to consider methods of heating the shop. Insulators, Ltd., showed examples of rigid display stands prepared for proprietary products. An exhibit of lenses for spectacles, binoculars and cameras aroused attention in this section because the lenses were not of glass, but of transparent resinoid.

### EMPIRE SECTION

As already mentioned, the Empire section was at Earls Court. Once again the Government of Mysore presented a number of interesting exhibits, not the least important of which was sandalwood oil in 28-lb. tins, supported by specimens of linaloe, vetivert and chigatamari oils. At the stand of Jamaica,

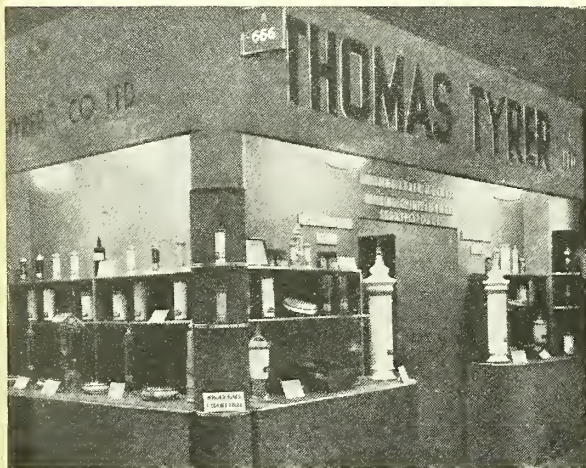
pimento, ginger, honey, sarsaparilla and essential oils were amongst many exhibits of natural products, while on the South Africa stand mineral specimens shown included talc, yellow ochre, fluorspar, mica and manganese ore. Situated close to the Empire section were stands advertising the North-East Development Board; North-East Trading Estates, Ltd. (Dean Valley); and the Empire Exhibition, Glasgow, 1938.

### Royal Visit

On Tuesday their Majesties King George and Queen Elizabeth, with Queen Mary, visited Olympia, calling at many stands in the Scientific Instruments, Chemicals and Druggists' Sundries and Perfumery sections. Queen Mary made a purchase of toilet holdalls at the stand of Spencer Bros.

### Mansion House Dinner

The dinner in celebration of the opening of the Fair took place at the Mansion House, London, on the evening of February 21. Mr. Oliver Stanley (President of the Board of Trade) presided, and the toast "British Industry and the British Industries Fair" was proposed by the chairman's father, the Earl of Derby, in the absence of the Premier. Lord Derby read the speech Mr. Chamberlain would have made. It was claimed that British manufacturers had increasingly applied the lessons of modern research and invention and had liberally employed the works of artistic designers. Another reference was to Britain as being "the seat of many world produce markets." Mr. Oliver Stanley, in reply, said that the year that had closed had been a good one for British industry, and made comparisons with the depression years to disprove prophecies of a recurrence of the depression.



1. THOMAS TYRER & CO., LTD.



2. W. J. BUSH & CO., LTD.

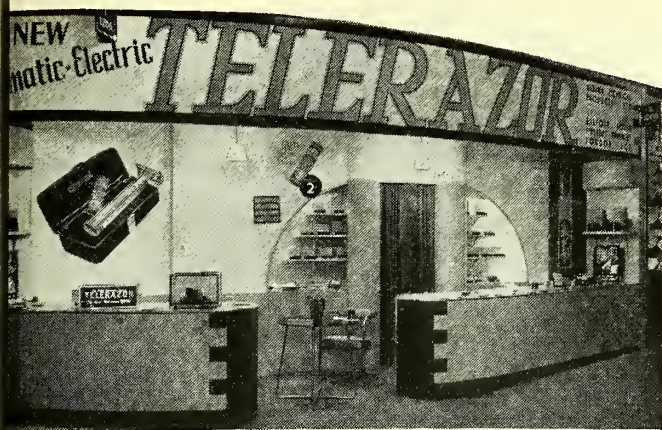


3. MONSANTO CHEMICALS, LTD.



4. WHIFFEN & SONS, LTD.

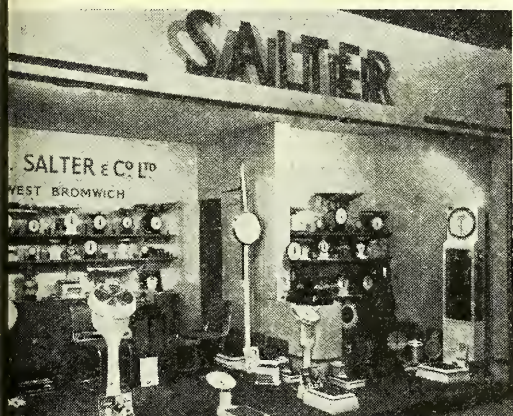




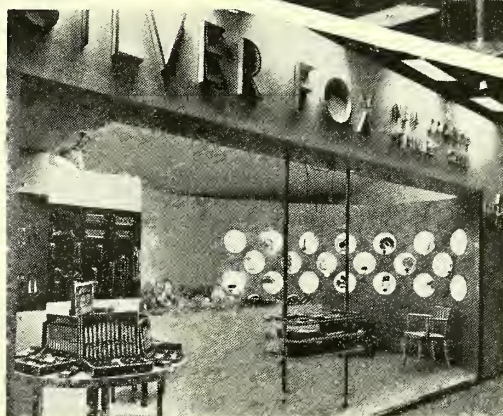
5. NORMA TECHNICAL PRODUCTS, LTD. (*Telerazor*)



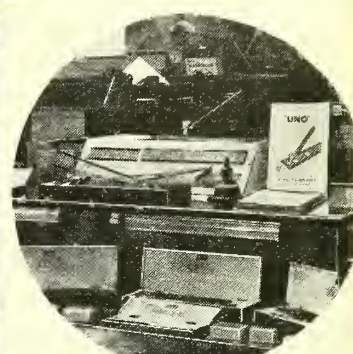
6. RELIANCE RUBBER Co., LTD.



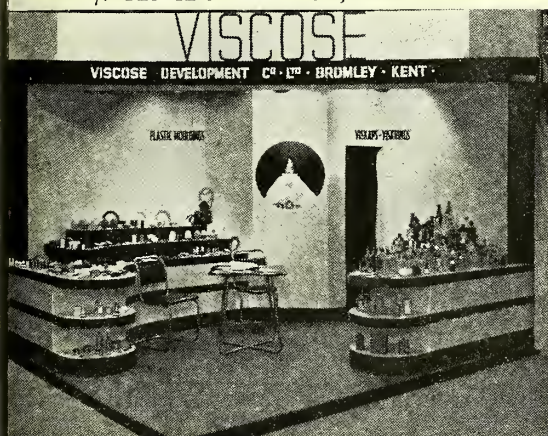
7. GEORGE SALTER & CO., LTD.



8. SAMUEL FOX & CO., LTD.



9. A. WEST & PART NERS (*Uno pen stencils*)



10. VISCLOSE DEVELOPMENT Co., LTD.



11. SPENCER BROS.



12. BOOTS PURE DRUG Co., LTD.

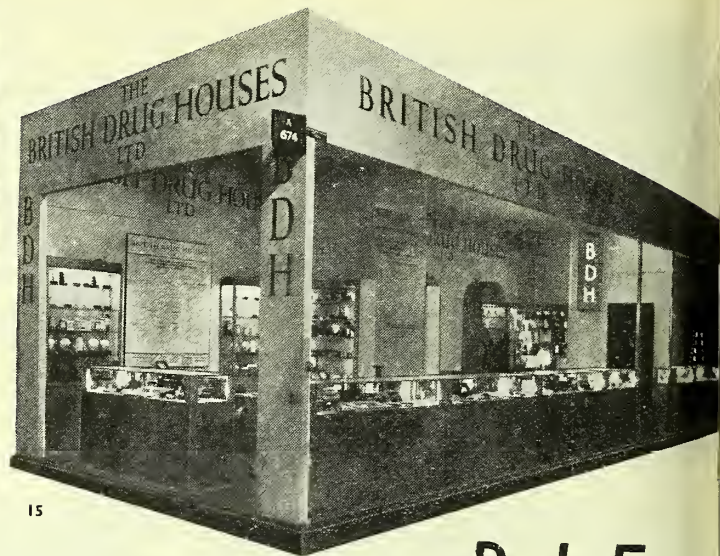


13. HOWARDS & SONS, LTD.





14



15

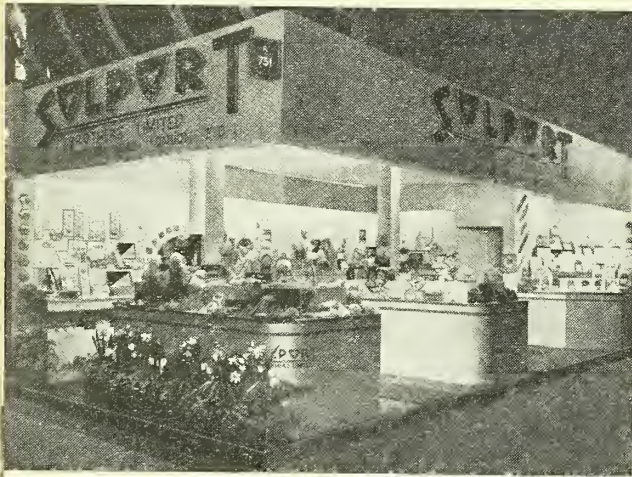
B.I.F.

14. ALLEN & HANBURYS, LTD. (*Scientific Instruments section.*)

15. THE BRITISH DRUG HOUSES, LTD.

16. SOLFORT BROS., LTD.

17. JUNE HAIR WATER WAVER & CURLER CO.



16

18. EVANS SONS LESCHER WEBB, LTD. (*Liverpool Virus.*)

19. G. B. KENT & SONS, LTD.

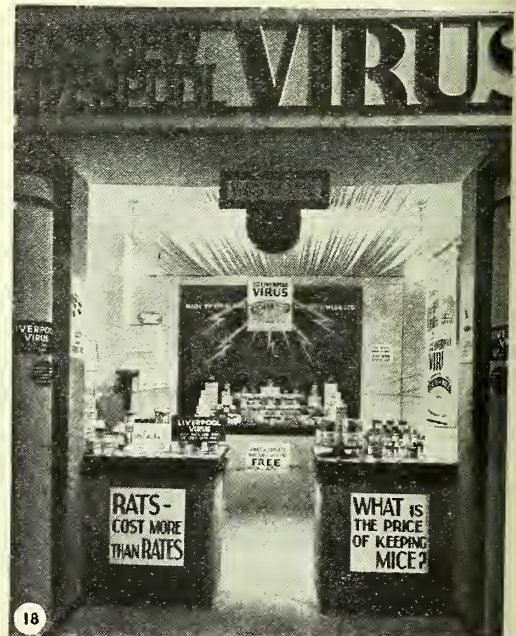
20. ADDIS BRUSHWORKS.



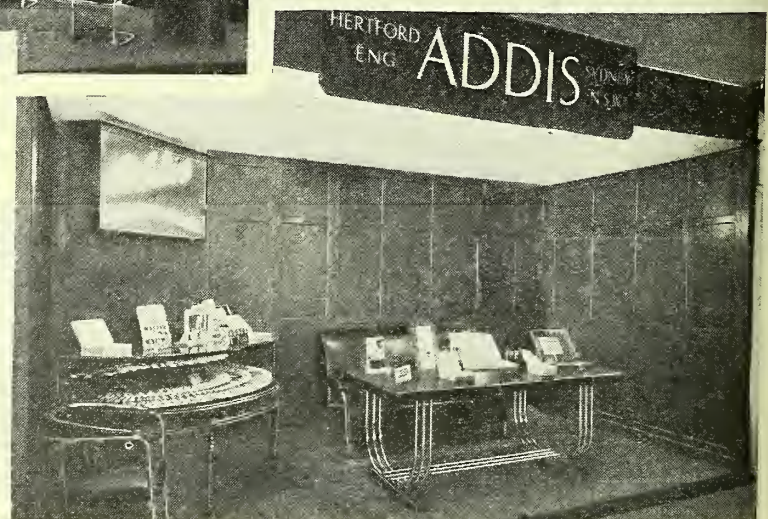
17



20



18







21



22



23



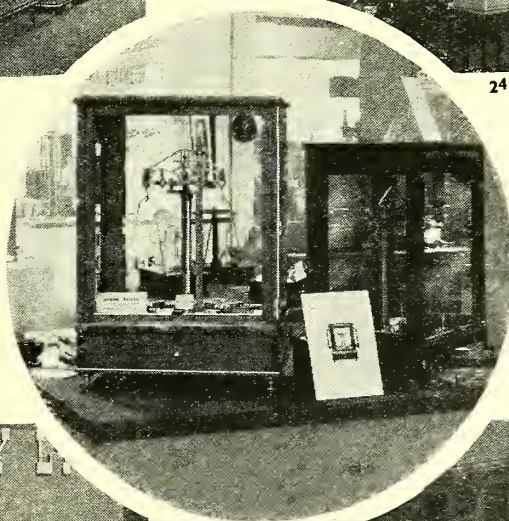
24

21. SOUPLEX, LTD.

22. PAPIER POUDRÉ, LTD.

23. A. SIMPSON

24. G. H. GLEDHILL & SONS, LTD.

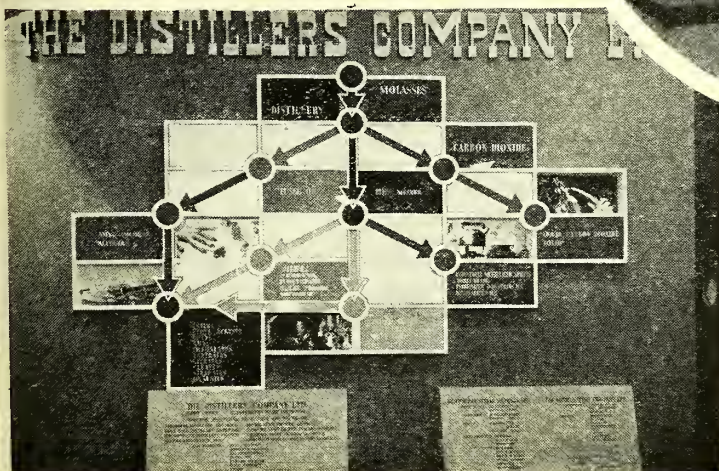


25

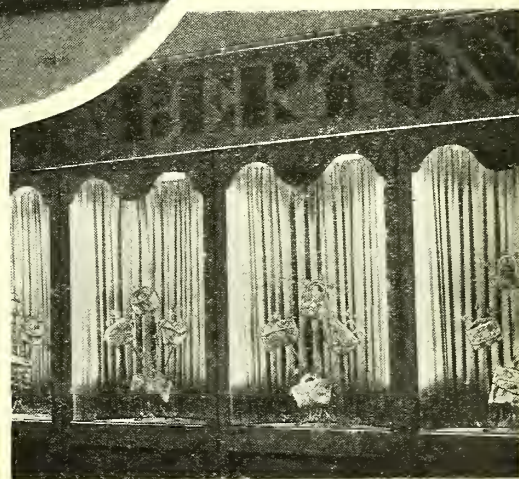
25. WILLIAM A. WEBB, LT

26. DISTILLERS CO., LTD.

27. A. BERTON, LTD.



26



27



## Absorption of Drugs

THE absorption of drugs and chemicals through the skin and mucous membranes is a problem which has been the subject of much controversy in different branches of science. It is a question which directly concerns the pharmacologist, biologist and dermatologist as well as the practising physician, and is furthermore one with which the pharmacist is frequently confronted in the course of his professional activities. A fascinating account of the study carried out over a number of years by Dr. D. I. Macht on the absorption of many different drugs and chemical substances is reported in the "Journal of the American Medical Association," February 5, 1938, p. 409. In previous years Dr. Macht has made several other contributions on this subject, some of his more interesting findings being that when morphine or apomorphine is applied to the eye absorption takes place from this site without the drugs having passed down the nasal ducts. Similarly he has reported that these alkaloids have been readily absorbed through the mucous membranes of the nose, urethra and vagina. Many other chemicals, particularly salts, alkaloids and antiseptics, are also absorbed through the genito-urinary tract, and the fallacy of claims made for the innocuousness of contraceptives, by absorption through the vaginal wall, has been proved by such investigations. Other studies have shown that certain drugs and poisons can be absorbed through the mucosa of the oesophagus, through the sockets of the teeth and through the intact ear drum. It has been found that, contrary to the general rule, the mucous membranes of the bladder are impermeable to drugs, while the urethra is freely permeable to many drugs. The present study has been mainly confined to the absorption of drugs through the skin and pathological tissues. It is well known that poisonous substances such as arsenic and mercury are readily absorbed through the skin. Instances of intentional poisoning are recorded frequently in history, whereby arsenic and other substances have been incorporated into cosmetics.

### Mercury

It is also well known that the mercury from blue ointment used as an antisyphilitic is freely absorbed through the skin, and mortification of tissues following the use of phenol dressings is recorded in text-books on therapeutics. Investigations to determine the effects of certain fixed fats and oils on the absorption of drugs and chemicals have involved the use of lanolin, lard, olive oil, linseed, cotton seed and mineral oils, and in these bases have been incorporated such substances as phenol, strychnine, mercury salts, organic sulphur compounds. These were applied to the shaven skin of laboratory animals, and the areas of the skin which have received the applications have been covered with bandages to ensure the prolonged contact with the ointment, and the animals have been watched for pharmacological symptoms of the active drugs. The absorption of mercury compounds applied in the ointments was proved by urine tests and nephritis or death of the animal. Absorption of iodine has also been proved by its excretion in urine, and of strychnine by increased excitability of the spinal cord, followed by convulsions and death. It has been concluded from these investigations that none of the fats used was absorbed to any great extent, and symptoms of poisoning only followed after repeated applications of the ointments. It was noted, however, that hydrous wool fat was a more effective vehicle than other fats tested. Indeed, it was found that certain drugs applied in this way were absorbed to a less extent than when applied in aqueous solution.

### Essential Oils

These findings have led to experiments on the penetration properties of the essential oils, many of which have been examined by direct application to the fur of laboratory animals or to their shaven skin. It was observed that these oils have been readily absorbed through the intact skin of many animals—a fact which has been established by the physiological reactions noted after their application. Certain volatile oils have been found to produce an initial excitation followed by depression, coma and death. Depression and convulsions have been shown to follow the application of other oils. It should be

noted that these toxic symptoms, as controlled experiments have indicated, were not due to inhalation or ingestion of the oils. It is obvious from these facts that many of the essential oils, when used in sufficient quantity, are potent poisons having far-reaching effects on certain organs and the central nervous system. The essential oils have been demonstrated to be excellent vehicles for the absorption of certain active drugs. Evidence of this is provided by the fact that when strychnine incorporated in olive oil, castor or cotton seed oil is applied to the skin of rats or mice no toxic effects are observed; whereas when the alkaloid is applied in a little alcohol containing an essential oil, such as oil of orange, it produces convulsions and death in a short time. Rapid absorption of many pure chemical constituents of volatile oils has been also found to take place through the intact skin. The toxic effects of certain alkaloids and glycosides also appear to be speeded up, when the latter are applied to the skin, by the presence of aromatic constituents of essential oils—especially when tested in alcoholic applications.

### Nicotine

A study of the toxicological effects of nicotine have shown that the substance is quickly absorbed through mucous membranes and intact skin. Comparative investigations of its penetrating power through the normal and diseased tissues of animals under anaesthesia have been carried out, and it has been concluded that the alkaloid penetrates healthy skin more rapidly than it does through skin which has been injured by corrosive chemicals of physical agents such as heat and cold.

## Sicilian Essential Oil Exports

DETAILS of shipments of the principal oils, with destinations, during 1936 and 1937, are given below. The 1937 figures for orange and bergamot are for the first eleven months of the year:—

Destination	1936 (11 months)		1937 (11 months)	
	Kilog.	Lire	Kilog.	Lire
Orange :—				
Germany ... ..	5,978	412,000	8,552	977,000
Great Britain and Northern Ireland	221	22,000	8,729	889,000
United States ... ..	6,557	418,000	4,133	473,000
Others ... ..	5,996	418,000	7,181	762,000
Total ... ..	18,752	1,270,000	28,595	3,101,000
Bergamot :—				
France ... ..	36,169	2,543,000	40,697	4,447,000
Germany ... ..	25,360	1,174,000	12,738	1,735,000
Great Britain and Northern Ireland	7,624	786,000	21,170	2,882,000
Netherlands ... ..	4,949	308,000	6,510	863,000
United States ... ..	35,411	1,872,000	30,329	3,945,000
Others ... ..	11,460	610,000	8,001	1,128,000
Total ... ..	120,973	7,293,000	119,445	15,000,000

Destination	1936		1937	
	Kilog.	Lire	Kilog.	Lire
Lemon :—				
France ... ..	20,678	1,083,000	38,072	4,034,000
Germany ... ..	42,883	1,820,000	37,460	4,215,000
Great Britain and Northern Ireland	24,145	1,544,000	87,392	9,029,000
Netherlands ... ..	2,987	115,000	13,463	1,319,000
United States ... ..	86,107	3,305,000	42,262	4,537,000
Australia ... ..	8,597	470,000	8,228	823,000
Others ... ..	19,522	851,000	20,033	2,306,000
Total ... ..	204,919	9,197,000	247,810	26,263,000
Mandarin :—				
Great Britain and Northern Ireland	902	131,000	4,335	870,000
United States ... ..	1,903	264,000	4,475	86,000
Others ... ..	3,101	341,000	2,510	485,000
Total ... ..	5,906	736,000	7,320	1,441,000



# Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, February 24

WORLD CONDITIONS have not been conducive to any material improvement in trade. The general tone is still quiet, but there has been a fair volume of routine business, and the outlook is now rather more promising. A notable feature is the steadiness of values in the majority of products. Business with the Scandinavian countries continues on a very fair scale. Reports on the PHARMACEUTICAL CHEMICAL markets indicate that the demand is no more than average and that quoted values show little change. MERCURIALS are steady at last week's reduction. GLYCERIN, B.P., shows a further slight decline for home trade. BISMUTH SALTS are, we understand, to be continued to be quoted at former prices. EPHEDRINE HYDROCHLORIDE, B.P., remains dull and is becoming competitive.

## Crude Drugs

Although generally quiet, these markets have transacted rather more business this week, but the turnover is still restricted. Prices, with a few exceptions, are being steadily maintained. Spot supplies of old crop AGAR are moving slowly at keen prices. Values of Curaçao ALOES are well maintained on spot. The small spot supply of Canada BALSAM is held firm at good figures. Rather more business on spot in BUCHU at the slight reductions. CARDAMOMS have been very quiet, with most descriptions quoted cheaper. The shipment market for CASCARA SAGRADA is being disturbed by the offer of a good-sized parcel at a cut figure. The shipment market for CLOVES is steadier. Lofoten fishing results are being adversely affected by stormy weather; shipment quotations for Norwegian COD-LIVER OIL, however, remain rather easy. Sudan GUM ACACIA is still a disappointing market, both as regards trade and quoted values. Jamaican HONEY is quoted slightly cheaper, with business slow. The tone in the PEPPER market is certainly steadier. General business in RHUBARB has been better, with spot values steady. RUBBER has been a little more active and quotations are up on the week. Inquiry continues on spot for SENEGA, and the advance recorded last week is fully maintained. Business in SENNA has been quiet.

## Essential Oils

A little more inquiry is noted this week, but the demand continues chiefly for small quantities from spot stocks. ANISE (STAR) is quoted cheaper on spot; shipment offers are restricted and steady. The Consortium shipment price for BERGAMOT is unchanged. Ceylon CINNAMON LEAF is steadier for shipment. Java and Ceylon CITRONELLA oils have remained quiet. Madagascar CLOVE is quoted slightly cheaper forward. Keen shipment offers for Australian EUCALYPTUS fail to attract much business. Some brands of Sicilian hand-pressed LEMON are quoted cheaper, but good prices are still wanted for first-class oil. LEMONGRASS remains practically inactive. Interest continues in new crop French Guinea ORANGE, but owing to the continued absence of offers from shippers business has been negligible. The position is certainly firm, and there are indications the crop has possibly been over-sold. The demand for Japanese PEPPERMINT has been quiet this week, but values for all positions continue steady. Mysore SANDALWOOD is steady at the advance recorded last week.

## Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	February 17	February 24
Amsterdam ...	Fls. to £	12·107	8·96½	8·96½
Berlin ...	Mks. to £	20·43	12·40	12·40
Brussels ...	Belgas to £	nominal	29·56½	29·56
Copenhagen ...	Kr. to £	18·159	22·40	22·40
Lisbon ...	Esc. to £	110	110½	110½
Madrid ...	Ptas. to £	25·24½	nominal	nominal
Milan ...	Lire to £	92·46	95½	95½
Montreal ...	Dols. to £	4·86½	5·03	5·02
New York ...	Dols. to £	nominal	5·03	5·02
Oslo ...	Kr. to £	18·159	19·90	19·90
Paris ...	Fr. to £	124·21	153	153½
Prague ...	Kr. to £	164·25	143	142½
Stockholm ...	Kr. to £	18·159	19·40	19·40
Warsaw ...	Zloty to £	43·38	26½	26½
Zurich ...	Fr. to £	25·2115	21·60	21·58

Bank rate 2 per cent.

## Pharmaceutical Chemicals, etc.

THE market generally continues quiet. Quoted values are about steady, with the recent revisions in mercurials, strychnine salts, etc., maintained. Glycerin (B.P.) is again quoted cheaper.

ASPIRIN (TABLETS).—The following are agreed wholesale prices for the British makers: Under 5,000, 3s. per 1,000; 5,000, 2s. 11d.; 10,000, 2s. 10d.; 25,000, 2s. 9d.; 50,000, 2s. 8d.; 75,000, 2s. 7d.; 100,000, 2s. 6d.; 250,000, 2s. 5d.; 500,000, 2s. 4d.; 1,000,000, 2s. 3d.; 2,000,000 and over, 2s. 2d. per thousand tablets. A rebate of 1d. per 1,000 is allowed on orders for 10 million tablets taken over a period of 12 months. For small quantities higher prices would be asked by wholesale distributors.

BARBITONE.—Small business: two cwt., 8s. 11d.; 56 lb., 9s. 2d.; less than 56 lb., 9s. 5d. per lb., ex store, London.

BENZOIC ACID (B.P.).—Steady, market quiet: quantities, ex works, 1s. 9d.; spot parcels, 1s. 10d. to 2s. 3d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Makers' prices show no change on quotation; carbonate, B.P., not less than one cwt., 6s. 6d.; 28 lb., 6s. 9d.; 8 lb., 7s. 3d.; 4 lb., 8s.; less than 4 lb., 8s. 6d. per lb., with rebates on contracts for larger quantities.

BROMIDES.—Makers' scales of prices steady. POTASSIUM, B.P., five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s. per lb. SODIUM, B.P., five cwt., 1s. 10d.; one cwt., 1s. 11d.; 28 lb., 2s. 2d. per lb. AMMONIUM, B.P., five cwt., 1s. 11d.; one cwt., 2s.; 28 lb., 2s. 3d. per lb. net. Resale clause applies, 28-lb. parcels and one-cwt. cases free. Smaller quantities than 28 lb. at higher prices. Export quotations are maintained, as follows: POTASSIUM, B.P., five cwt., 1s. 4d.; one cwt., 1s. 4½d. SODIUM, B.P., five cwt., 1s. 5d.; one cwt., 1s. 5½d. AMMONIUM, B.P., five cwt., 1s. 6½d.; one cwt., 1s. 7d. per lb., f.o.b.

BUTYL CHLORAL HYDRATE.—Remains quiet: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CAFFEINE.—The scales for Continental material, duty paid, in 5-lb. tins, are as follows:—Pure alkaloid, two cwt., 8s. 10½d.; one cwt., 9s. 0½d.; 56 lb., 9s. 2½d.; less than 56 lb., 9s. 4½d. per lb. Citrate, two cwt., 5s. 11½d.; one cwt., 6s. 0½d.; 56 lb., 6s. 1½d.; less than 56 lb., 6s. 2½d. per lb. Soda sal., two cwt., 6s. 2½d.; one cwt., 6s. 3d.; 56 lb., 6s. 4½d.; less than 56 lb., 6s. 5½d. per lb. English makers' prices as follows: Pure alkaloid, two cwt., 9s.; one cwt., 9s. 2d.; 56 lb., 9s. 4d.; less than 56 lb., 9s. 6d. per lb. Citrate, two cwt., 5s. 11d.; one cwt., 6s.; 56 lb., 6s. 1d.; less than 56 lb., 6s. 2d.

CALCIUM LACTATE.—Fair inquiry: one cwt., 1s. 0½d.; 56 lb., 1s. 1½d.; 28 lb., 1s. 2d.; smaller quantities, up to 1s. 6d. per lb.

CHLORAL HYDRATE.—Home makers' scale of prices continues steady: duty-paid crystals in 14-lb. free containers, five cwt., 3s. 2d.; one cwt., 3s. 3d.; 28 lb., 3s. 4d. per lb.; 28-lb. jars; one penny per lb. extra.

CHLOROFORM.—Makers' prices steady: two cwt., 2s. 5½d. per lb.; one cwt., 2s. 6d.; 56 lb., 2s. 6½d.; less, 2s. 7½d. per lb., in w-quarts of 8 lb. Packed in drums ¾d. per lb. less. Small bottles extra, from 5d. per lb. for ¼-lb. bottles to 1d. for 2-lb. bottles. Carriage paid on minimum cwt. lots.

CITRATES.—Makers' prices for POTASSIUM CITRATE are as follows:—

	1 lb. bts. or tins	2 lb. bts. or tins	4 lb. bts. or tins	7 lb. bts., tins or jars	14 lb. bts., tins or jars	28 lb. tins free
Under 4 lb. ...	2/2	2/0½	—	—	—	—
4 lb. and under 7 lb. ...	2/1	1/11½	1/11½	—	—	—
7 lb. " " 14 lb. ...	2/-	1/10½	1/10½	1/9½	—	—
14 lb. " " 28 lb. ...	1/11	1/9½	1/9½	1/8½	1/8½	—
28 lb. " " 1 cwt. ...	1/10	1/8½	1/8½	1/7½	1/7½	1/7
1 cwt. ...	1/8	1/6½	1/6½	1/5½	1/5½	1/5

IRON AMMONIUM, B.P., 4d. per lb. extra and SODIUM, B.P., 1d. per lb. extra to the above scales. Terms: Less than one cwt., net, one month; one cwt. and over, net, fourteen days. Tins free, other packages extra, carriage paid.

CITRIC ACID (B.P. CRYSTALS).—Market is quoted unchanged; British material quoted at 1s. 0½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive.

CREAM OF TARTAR.—Fair amount of business reported; British material, 99 to 100 per cent., 92s. per cwt., less 2½ per cent. discount. Dealers' prices for foreign material competitive.



GLYCERIN (B.P.).—Makers' prices for home trade have been reduced a further 5s. per cwt. The new sales are as follows:—

PRICE PER CWT.

Contracts or Spot Lots of	Under 1 cwt.	1 cwt. and under 2½ cwt.	2½ cwt. and under 5 cwt.	5 cwt. and under 10 cwt.	10 cwt. and under 20 cwt.	1 ton and under 5 tons
Minimum Deliveries off contract of	—	1 cwt.	1 cwt.	1 cwt.	2 cwt.	5 cwt.
Tins, 14 lb. ... per cwt.	112/6	108/-	107/-	104/-	103/-	99/-
Tins, 28 lb. ... "	109/6	105/6	104/6	101/6	100/6	96/6
Tins, 56 lb. ... "	106/6	103/-	102/-	99/-	98/-	94/-
Drums, 1 cwt. (charged 20/-) ... "	—	98/6	97/6	94/6	93/6	89/6
Drums, 2½ cwt. ( " 60/-) ... "	—	—	95/6	92/6	91/6	87/6
Drums, 5 cwt. ( " 75/-) ... "	—	—	—	92/-	91/-	87/-
Drums, 10 cwt. ( " 100/-) ... "	—	—	—	—	90/6	86/6
Extra per cwt. for smaller deliveries ex contract than as above specified	5 cwt. and under 10 cwt. ...	—	—	—	—	—
	2 cwt. and under 5 cwt. ...	—	—	—	—	-/6
	1 cwt. and under 2 cwt. ...	—	—	—	-/6	1/-
	Under 1 cwt. ...	1/-	1/-	1/-	1/6	2/-

Refined Pale Straw Industrial Glycerin 1.260 s.g., 5s. per cwt. less than chemically pure. Delivered, 2½ per cent. discount, monthly account.

METHYL SALICYLATE.—Limited demand, quoted unchanged: spot, ten cwt., 1s. 1½d.; five cwt., 1s. 2d.; one cwt., 1s. 2½d.; less than one cwt., 1s. 2½d.; small quantities, in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers' prices are keen: two cwt., 19s. 3½d.; one cwt., 19s. 9½d.; 56 lb., 20s. 2½d.; small parcels, up to 20s. 8d. per lb.

PARAFORMALDEHYDE.—Average business reported: 100 per cent. powder, quantities in kegs, 1s. 1d.; smaller parcels, to 1s. 4½d. per lb., as to quantity.

PARALDEHYDE.—Market rather quiet: bulk quantities, in carboys, 1s. 2d.; in winchesters, 1s. 5d. to 1s. 6d.; in bottles, 1s. 7½d. to 1s. 10½d. per lb., ex store.

PHENACETIN.—Market steady, limited demand; crystals or powder, bulk quantities, 2s. 6d.; smaller parcels, 2s. 7d. to 3s. per lb., as to quantity.

PHENAZONE.—Remains quiet: crystals, five cwt., 6s. 9½d.; two cwt., 7s.; one cwt., 7s. 3d.; and less, 7s. 6d. per lb., with powder 2½d. extra. Quoted duty paid, London.

QUININE SALTS.—Convention prices continue unchanged: sulphate, 2s. 2d.; bisulphate, 2s. 2d.; ethyl carbonate, 2s. 9½d.; salicylate, 2s. 10½d.; hydrochloride, 2s. 8½d.; dihydrochloride, 3s.; hydrobromide, 2s. 8½d.; dihydrobromide, 3s.; valerianate, 3s.; hypophosphite, 4s.; alkaloid, 3s. 10½d. per oz., carriage paid on bulk quantities; 100-oz. tins free, smaller packages extra.

ROCHELLE SALTS.—Makers' prices are steady:—

	Pulv. Sod. Pot. Tart. B.P.	Pulv. Seidlitz	Double Seidlitz
	Per cwt. s. d.	Per cwt. s. d.	Per cwt. s. d.
Under 1 cwt. ...	85 0	68 0	75 6
Under 5 cwt. ...	82 6	66 3	73 3
Over 5 cwt. in one delivery ...	80 0	64 3	71 0

Soda. pot. tart. cryst. at 2s. 6d. per cwt. extra to powder, net, 14 days. Special prices for quantities. Contracts accepted subject to a rise and fall clause.

SALICYLIC ACID (B.P.).—Makers' prices are quoted unchanged: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 10d.; 14 lb., 1s. 11½d.; 7 lb., 2s. 0½d.; 4 lb., 2s. 2½d.

SALOL.—Business slow and at keen prices: bulk quantities: about 2s. 3d. to 2s. 7d. per lb., as to quantity.

SANTONIN.—The nominal value continues at £15 per kilo., with sellers at much cheaper prices; business quiet.

SODIUM BENZOATE.—Average business, market competitive: bulk quantities, 1s. 6d.; smaller parcels, 1s. 7d. up to 2s. per lb., as to quantity.

SODIUM DIETHYLBARBITURATE.—Convention scales of prices are steady: spot, one cwt., 11s.; 28 lb., 11s. 3d.; 14 lb., 11s. 6d.; 7 lb., 11s. 9d.; smaller parcels, up to 12s. 3d. per lb.

SODIUM SALICYLATE (B.P.).—Makers' quotations are unchanged: moderate business: home trade, crystals or powder, five cwt., 1s. 5½d.; one cwt., 1s. 6d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 2s.; 1 lb., 2s. 3d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—Continues steady at former values: British makers quote at 1s. 1½d. per lb., less 5 per cent. discount. Dealers offering foreign materials at competitive prices.

## Crude Drugs, etc.

AGAR.—Spot business continues on modest lines and at keen figures; shipment market steady but quiet: spot, Kobe, No. 1, 3s. 2d. to 3s. 5d.; No. 2, 3s. 2d. Yokohama, No. 1, 3s. 2d. per lb., shipment; Kobe, No. 1, March-April, 2s. 7d.; No. 2, 2s. 4d.; Yokohama No. 1, 2s. 4d. per lb., c.i.f.

ALOES.—Values continue quite steady, business average and mostly for Curaçao: Cape, spot, 63s. to 64s.; shipment, about 62s. 6d. per cwt., c.i.f. Curaçao, spot, manufacturing quality, 138s. to 140s.; smooth black, turning, 145s.; livers, from 147s. 6d. to 155s. per cwt.; shipment, nominal, at 140s. per cwt., c.i.f.

ANTIMONY.—Chinese crude is steady: spot, £48; shipment, March-April, £42, c.i.f. English regulus, £81 to £82 per ton, ex store.

ARECA NUTS.—Spot supplies of Ceylon, fair quality, are quoted at about 30s. per cwt., ex store.

BALSAMS.—Reports indicate there are one or two small lots of Canada on the spot for which holders require 7s. 3d. to 7s. 6d. per lb.; shipment is nominally unchanged at 7s. 6d. per lb., c.i.f., with no interest shown.

BENZOIN.—Occasional spot inquiry: Siam, medium almonds, £26; bean and pea, £22; pea, £20; grain, £15 per cwt., ex store.

BUCHU.—At the lower figures now quoted there has been a fair business in odd bales on spot: rounds, 1s. 8d. to 1s. 10d.; ovals, 1s. 7d. to 1s. 9d. per lb., ex store, as to quality. The shipment market has so far been quiet; it is probable that a bid of 1s. 8d. per lb., c.i.f., for new crop would be cable.

CAMPOR.—Business has been no more than routine, with values for all descriptions quite steady: Japanese manufacturing BB grade, £8 10s. per 100 lb. Japanese spot, tablets, 2s. 7½d.; powder, 2s. 4d.; slabs, 2s. 3½d. per lb., ex store; shipment, tablets, 2s. 3d.; powder, 2s. 1d.; slabs, 2s. 0½d. per lb., c.i.f.; English refined flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ½ oz. and ¼ oz., 3s. 6d. per lb.

CANTHARIDES.—Small spot business: Chinese, 2s. 2d. to 2s. 3d., as to quantity; shipment, 1s. 7d. per lb., c.i.f.

CARDAMOMS.—This market has been distinctly quiet and values of some descriptions are easier: Aleppy, green, spot, about 4s.; shipment, 2s. 5d. for f.a.q. the season and 2s. 7d. for f.a.q. Bombay seed, spot, 5s. 4d.; shipment, 3s. 10d., c.i.f. Mangalore seed, shipment, 3s. 4½d. per lb., c.i.f.

CASCARA SAGRADA.—The spot market has not attracted much business, quoted about unchanged. A parcel of some tons has been offered from the Pacific Coast, with bids in the region of 45s., c.i.f. asked for; a bid of 40s., c.i.f., reported rejected: spot, 1937 peel, 55s. to 57s.; old peel, 65s. to 70s. per cwt.; shipment, 1937 peel, about 45s. per cwt., c.i.f.

CHAMOMILES.—Good white flowers are available on spot at 170s. per cwt.

CLOVES.—Values are better on the week and the market is much steadier: Zanzibar, spot, 8½d.; shipment, February-March, 8½d. per lb., c.i.f. Madagascar, in bond, 7d.; shipment, February-March, 6½ per lb., c.i.f.

The landings of Zanzibar in London during the week ended February 19 were nil and the deliveries nil, leaving a stock of 932. From January 1 to date the landings of Zanzibar have been 10 and the deliveries 147. Landings of Madagascar for the week ended February 19 were 14 and the deliveries 62, leaving a stock of 1068. From January 1 to date the landings of Madagascar have been 14 and the deliveries 406 packages.

COCOA BUTTER.—Market is quiet and easy: prime English, 10½d. to 11½d. per lb. Foreign, 8½d. to 9½d. per lb., as to quantity.

COCONUT (DESICCATED).—Values are maintained, market steadier: spot, fine, 18s. 6d.; medium, 18s. per cwt.; shipment, halves, February, 17s. 3d.; March-April, 17s. 3d. per cwt., c.i.f.

COD-LIVER OIL.—Bergen reports stormy weather continues to interfere with fishing.—Results to February 19: 18,870 tons of cod and 7,812 hectol. of oil, compared with 23,774 tons of cod and 12,646 hectol. of oil on the same date in 1937, and 19,441 tons of cod and 8,588 hectol. of oil in 1936. Shipment market has remained dull, but owing to the poor fishing results there is a steadier undertone: finest Loloten steam refined non-freezing medicinal oil, 90s. to 92s. per barrel, c.i.f. London. Small lots on spot, about 132s. 6d. per barrel, ex store, duty paid. British finest medicinal oil continues at the advance recently recorded, with the quotation now at 115s. per 25-gallon drum, delivered U.K., with rebates for 25 or more drums.

DERRIS ROOT.—Holders of spot supplies are quoting about 7d. per lb., on the basis of 17 per cent. ether extract; shipment market idle, quoted at about 5½d. per lb., c.i.f.

ERGOR.—A little business reported this week: spot, Spanish-Portuguese, 4s. 6d. to 4s. 9d.; shipment offers in the region of 4s. A parcel of 10 cwt. Portuguese, now afloat, offered at 4s. 3d., c.i.f. Bulgarian, good bold seed, 4s. 3d. per lb., c.i.f.

GAMBOGE.—Dealers quoting Siam pipe on spot at £13 to £13 10s. per cwt., as to quality, duty paid.

GENTIAN.—Average spot demand for small parcels. Good clean French, 42s. 6d. and Continental, 40s. per cwt., ex store.



**GINGER.**—West African remains rather quiet: spot, 47s.; shipment, to arrive, 35s. per cwt., c.i.f. Jamaican, spot, bold in barrels, 82s. 6d. to 85s.; small grinding, in bags, 60s. to 62s. 6d. per cwt., ex store.

**GUM ACACIA.**—This market remains rather dull and at low values. Kordofan, cleaned sorts, spot, 42s. 6d.; shipment, about 38s. 6d. per cwt., c.i.f.

**HENBANE.**—Spot supplies quoted at 77s. 6d. to 80s. per cwt., ex store, for small spot parcels.

**HENNA.**—Remains in small demand: Egyptian, green, 31s.; brown, about 27s. 6d. per cwt., for fair qualities.

**HONEY.**—The volume of business being transacted remains very moderate, and quotations for the Jamaican product have been slightly cheapened and are now steadier; quoted unchanged: Jamaican, dark manufacturing, 30s. up to 47s. for pale set. Californian is held for 50s., duty paid, and any Canadian is steady at 55s. per cwt., ex store.

**HYDRASTIS.**—Business has been of little consequence: spot, 15s. to 15s. 3d., as to quantity; shipment is steady at 15s. per lb., c.i.f.

**IPECACUANHA.**—Rather quiet and keen on spot, shipment fully steady. Matto Grosso, B.P. test, spot, 7s. 10½d. to 8s.; shipment, 7s. 3d. per lb., c.i.f.

**LOBELIA HEKB.**—Moderate spot business, with values steady: spot, 6½d. to 7½d.; shipment, new crop, 7½d. per lb., c.i.f.

**MANNA.**—Dealers quote finest selected flake, in 1-lb. tins, about 3s. 6d. per lb.

**MENHOL.**—The spot demand has been fair, and there has been some business in afloat parcels to the Continent. K/S brands, spot, 12s. 9d. to 13s., as to seller; near afloat parcels, 11s., c.i.f., paid. Shippers quote March-April, 11s. 3d., c.i.f. Re-sellers of January-March, 11s., c.i.f., and bids of 10s. 10½d. might be accepted.

**MERCURY.**—First-hand quotations continue steady: London stocks available: f.o.b. Continent, 64 dollars; spot, £12 17s. to £12 17s. 6d. per bottle, ex store, London.

**OPIMUM.**—A limited business, values steady: Turkish, original cases of 170 lb., 13 per cent., 1s. 1½d.; Iranian, 12 per cent., 1s. 1d. per unit, landed and duty paid.

**ORANGE PELL.**—Some new crop thin cut, bright colour, offering in bond at about 1s. per lb.

**PEPPER.**—At the better values the market is firm, moderate business reported. Lampong, in bond, 2½d.; shipment, March-May, 2½d.; April-June, 2½d.; May-July, 2½d. buyers. Tellicherry, spot, 4d.; shipment, February-April, 3s. 6d., c.i.f. Aleppy, spot, 3½d.; shipment, February-April, 3s., c.i.f. White Muntok, in bond, 4½d.; shipment, March-May, 4½d.; April-June, 4½d., c.i.f. London Terminal Market: Black, February, 2½d.; March, 2½d.; May, 2½d. White, February, 3½d.; March, 3½d.; May, 4d. per lb.

**PIGMENTO.**—Market is quiet, values maintained: spot, 7½d. per lb.; shipment, February-March, 60s. per cwt., c.i.f.

**RHUBARB.**—There has been a very fair call for flat varieties of Shensi, with 4s. 7½d. reported paid. More inquiry for the rough round variety on spot, and selling at steady prices. Shensi, best quality, 4s. 9d. to 5s. 3d.; old, very slightly wormy, 4s. to 4s. 6d.; and pickings, 4s. per lb. Rough round, spot, 2s. 4½d. to 2s. 7d. per lb., as to quality; shipment, ordinary quality, 1s. 11d. per lb., c.i.f.

**RUBBER.**—The market shows a further recovery, with more business moving, closing fully steady: Standard ribbed smoked sheet, spot, 7½d.; March, 7½d.; April-June, 7½d.; July-September, 7½d.; October-December, 7½d. per lb.

**SAFFRON.**—Values maintained, business quiet: genuine Valencia from 67s. to 70s. per lb., ex store.

**SARSAPARILLA.**—Some bales of Jamaica native red quoted from 1s. 2d. per lb. No grey offering.

**SCAMMONY ROOT.**—Some inquiry for spot, with values steady: 15.3 per cent., 30s.; 17.45 per cent., 35s. per cwt., ex store.

**SEEDS.**—ANISE.—Spot, duty paid, Spanish, 65s.; Bulgarian, 43s.; Syrian, 42s. 6d. CANARY.—Spot, duty paid, Mazagan, 18s. 9d.; Plate, 17s. 9d.; Turkish, 18s.; Spanish, 27s. 6d. to 38s., according to quality. CARAWAY.—Dutch, 35s. 6d. spot, duty paid; 29s. f.o.b. Holland. CORIANDER.—Morocco on spot is quoted at 22s. 6d. duty paid and 20s. 6d., in bond. CUMIN.—Spot, Malta, 45s., duty free; Morocco, 42s. duty paid and 38s. in bond; market is quiet. FENUGREEK.—Morocco on spot is 13s. 6d. duty paid. FENNEL.—Spot, Indian, 30s.; Irak, 25s. to 27s. 6d. DILL.—Bombay, 11 per cent. is 21s., spot. MUSTARD.—English, 21s. to 32s. per cwt., according to quality.

**SENEGA.**—Fair inquiry for spot supplies has continued this week and values are fully maintained at the recent advance: spot, 2s. 4d. to 2s. 5d., as to seller; shipment firm at 2s. 6d. per lb., c.i.f.

**SENNA.**—Although there has been a little more inquiry, the market remains on the quiet side. Tinnevely leaves offer on spot as follows: bold, at 6½d.; No. 1, at 5½d.; No. 2, at 3½d.; No. 3, at 2½d.; No. 4, at 2½d. per lb. for fair colour. Tinnevely, hand-picked pods: best palish quality is available at 6d. per lb., with dark quality at 3½d. to 4d. per lb. Alexandrian hand-picked pods.—It would appear that the crop this season will be on the small side. Arrivals of consignments of new crop this season have been much smaller than formerly. No really

fine bold selected pods are yet available, and the few consignments that have reached here show a very mixed grading. Old crop pods offer on the spot as follows: No. 1, at 2s. 6d. to 4s.; No. 2, at 2s. 3d.; to 2s. 9d.; No. 3, at 1s. 6d. to 2s.; with lower grades from 11d. to 1s. 3d. per lb., ex wharf, London.

"The Indian Trade Journal," dated February 3, 1938, contains the following first report on the senna crop in the Madras Presidency, 1937-38: Demand from Europe has been practically nil since the last report, but Indian shippers consigned small parcels to London and Hamburg as usual. Arrivals were small up to November and completely stopped later on as there were no buyers. Bombay and Rangoon which used to buy the rain-touched qualities during December-January have shown no interest at all so far, with the result that ryots have stopped picking the leaves. Indian shippers have stocks of leaves and pods still unsold, some of several years' age. New crop.—The outlook for the new crop is not encouraging. Nothing definite can be said about acreage as yet, but it is expected to be about equal to that of last year. The rains are, however, holding off and prolonged drought may cause a smaller yield. First arrivals are expected shortly.

**SHELLAC.**—The improvement in the market noted last week has not been fully maintained, closing dull: spot, standard TN orange, 42s. to 45s.; fine orange, 57s. 6d. to 107s. 6d.; pure button, 55s. to 60s. per cwt. For delivery, TN, March, 41s. paid; May, 42s. 6d.; August, 43s. 6d. For arrival, TN, March-April, 40s. 6d. per cwt., c.i.f.

**SLIPPERY FLM BARK.**—Small sales, values maintained: grinding quality, 6½d.; clippings, 8½d.; selected loose slabs, 1s. 2d.; 5-lb. wired bundles of selected quality are firm at 2s. 3d. per lb., ex store.

**SQUILL.**—Occasional small spot business: 27s. 6d. per cwt. for small parcels.

**TONKA BEANS.**—Dealers are quoting fair frosted Para beans at about 3s. 3d. to 3s. 4½d. per lb., ex store.

**TRAGACANTH.**—Inquiry during the past week has been quiet, with values for all descriptions of gum quoted generally unchanged. Stocks in London have improved in recent months, but there is still a lack of normal supplies of the white grades.

**TURMERIC.**—Some sound Madras finger is available on spot at 29s. per cwt., ex store. The prompt shipment quotation is maintained at 25s., c.i.f., with new crop, April shipment, offered at about 22s. 6d. per cwt., c.i.f.

**WAXES.**—BEES'.—Business in all descriptions has been quiet and quotations tend unsteady: Calcutta, bleached, spot, 135s.; shipment, February-March, 132s. 6d., c.i.f.; ordinary quality, spot, 110s.; shipment, February-March, 105s. per cwt., c.i.f. Benguella, in bond, 105s.; shipment, February-March, origin, 98s. 6d., c.i.f. Conakry, spot, 105s.; shipment, February-March, 98s. 6d., c.i.f. Dar-es-Salaam, spot, 117s. 6d.; shipment, February-March, firm at 109s., c.i.f. CARNAUBA.—Market is dull and quoted generally unchanged: fatty, grey, spot, 152s. 6d.; afloat, 147s. 6d.; shipment, February-March, 144s., c.i.f. Chalky, grey, spot, 150s.; afloat, 146s.; shipment, February-March, 142s. 6d., c.i.f. Primeira, spot, good quality, 205s.; afloat, 190s.; shipment, February-March, 175s., c.i.f. Mediana, spot, 190s.; shipment, 170s. per cwt., c.i.f.

### Essential and Expressed Oils, etc.

BUSINESS has continued on rather modest lines, with a marked absence of good bulk quantity orders. Values are keeping fairly steady. Sicilian hand-pressed lemon is quiet and some brands are offered cheaper. French Guinea orange is a strong market. Japanese peppermint is quiet but steady.

**ALMOND.**—Values steady, business in small lots: English-made, cwt. lots, 2s. 7½d.; smaller parcels, up to 3s. per lb.; foreign, cwt. lots, 2s. 7½d.; smaller parcels, up to 3s. per lb. French bitter, 6s. 3d. per lb.

**ANISE (STAR).**—Spot values are easier, business has been quiet. Re-sellers of shipment only: spot leads, if available, 5s.; tins, about 4s. 6d.; drums, about 4s. 3d. per lb., ex store, shipment; re-sellers, drums, 3s. 11d.; tins, 4s. per lb., c.i.f.

**AVOCADO PEAR.**—Fair amount of small business reported: Californian oil, 47s. 6d. to 55s. per gallon, as to quantity, ex store.

**BERGAMOT.**—The shipment market continues steady and a moderate inquiry is reported from this market. The quotations for new crop remains at 14s. 9d. to 15s. per lb., c.i.f. Spot sellers of small quantities of repacked oil quote about 15s. to 15s. 6d. per lb.

**BOIS DE ROSE.**—A little better spot inquiry with drums of Brazilian oil at about 5s. 10½d. per lb., and smaller quantities up to 6s. 4½d. per lb.

**CAJUPUT.**—Remains quiet and easy as quoted: B.P., 2s. 4d. to 2s. 7½d. per lb., as to quantity.

**CANANGA.**—Market remains dull: spot, about 5s. 10½d. with smaller parcels up to 6s. 3d. per lb.; shipment, 5s. per lb., c.i.f.

**CARAWAY.**—Occasional inquiry, steady as quoted: Dutch rectified, 7s. to 7s. 6d.; crude, 6s. 6d. to 7s. per lb., landed and duty paid, as to quantity.

**CASSIA.**—Spot values are rather easy as quoted, with business remaining quiet: spot, about 3s. 6d., as to quantity and packing; shipment, leads, 3s. 1d.; drums, 2s. 11d. per lb., c.i.f., March shipment.

**CEDAR LEAF.**—Dealers report average spot sales, with small spot parcels at 5s. per lb., ex store.



**CEDARWOOD.**—A little inquiry, quoted steadily: African, in drums, 11½d.; smaller packages, up to 1s. 3d. per lb. American, in drums, 11½d.; smaller packages, up to 1s. 3d. per lb.

**CINNAMON LEAF.**—The shipment market for Ceylon oil is reported steadier; quoted at 2s. 6d. per lb., c.i.f.

**CITRONELLA.**—Shipment prices for Ceylon are better on the week, while the Java oil is dull and nominally unchanged: Ceylon, spot, drums, 1s. 6½d.; smaller parcels, up to 1s. 9d.; shipment, drums, 1s. 4½d., c.i.f. Java, spot, drums, 1s. 11d. to 2s.; smaller parcels, up to 2s. 3d.; shipment, drums, 1s. 6½d. per lb., c.i.f.

**CLOVE.**—More interest being shown in these oils: Madagascar, spot, drums, 3s. 3d. to 3s. 4d.; smaller packings, up to 3s. 10½d. to 4s. per lb.; shipment, 2s. 5d. per lb., c.i.f.

**EUCALYPTUS.**—Shipment offers continue at keen prices; business of small account: Australian, 70 to 75 per cent. tins, 7d. to 1s. 7½d.; drums, 1s. 6½d.; 80 to 85 per cent., drums, 1s. 9½d. per lb., landed; higher prices for small lots on spot. Shipment, 70 to 75 per cent., tins, 1s. 4½d.; drums, 1s. 4d.; 80 to 85 per cent., 1s. 6½d. per lb., c.i.f.

**GERANIUM.**—Spot quotations are irregular; shipment offers at keen prices; business slow: Bourbon, spot, 12s. 6d. to 13s. 3d.; shipment, 12s. 1½d., c.i.f. Algerian, spot, 12s. 9d. to 13s. 6d.; shipment, 12s. 3d. per lb., c.i.f., for bulk quantities.

**GRAPE-FRUIT.**—Quotations are unchanged, business light: Californian, 10s. 6d. to 12s. Florida, 10s. 6d. to 11s. 3d. per lb., as to quantity.

**HO (SHIU).**—A little more spot inquiry reported: "improved" quality, in drums, 4s.; "extra" quality, 4s. 3d., in drums; shipment, "extra" quality, 3s. 10½d. per lb., c.i.f., in drums.

**JUNIPER BERRY.**—Spot quotations vary as to quality, with genuine oil ranging from 3s. 3d. to 4s. per lb., as to quantity.

**LAVENDER.**—Some small inquiry for blended oils reported: French 38 to 40 per cent. about 16s. per lb. Lavandin, 7s. 6d. to 8s. per lb., ex store.

**LEMON.**—There is no evidence of any improvement in business on this market for shipment of new crop hand-pressed Sicilian oil. Quotations vary a good deal as to shipper, and range from 11s. up to 12s. per lb., while some offers are still maintained at about 13s. per lb., c.i.f., in bulk quantities. There are spot sellers of old oil of good quality at about 11s. 6d. per lb. Californian, regular quality, in small drums, 6s. 4d. per lb., landed.

**LEMONGRASS.**—Practically no interest in the shipment market, with the quotation nominally unchanged at 1s. 6½d. per lb., c.i.f.; spot, 1s. 9d. to 1s. 10½d. per lb., ex store.

**LIME.**—Spot West Indian distilled is quoted steadily at 26s. to 27s. 6d. per lb., ex store.

**MANDARIN.**—New crop oil varies on quotation as to quality: good brands up to 19s. per lb., c.i.f.

**NUTMEG.**—American and Dutch oils remain steady and quiet at 5s. 3d. to 5s. 6d. per lb., as to quantity.

**ORANGE.**—There is a fair amount of interest in the shipment market for new crop French Guinea oil, but, owing to the lack of offers, very little business can be recorded. One advice from the source indicates a value of 3s., c.i.f., suggesting the shippers are now offering higher prices to the producers. A re-seller of 10 cwt. for shipment is at the moment quoting 3s., c.i.f.; on spot drums might be had at about 4s. and re-packed oil up to 4s. 6d. per lb., ex store. Californian, spot, one case, 4s. 6d.; two or more cases, 4s. 3½d.; small drums, 4s. 2d.; large drums, not quoted, per lb., landed.

**PALMAROSA.**—Shipment offers continue in the region of 7s. 3d., c.i.f.; spot sellers, at about 8s. 3d. per lb., ex store.

**PEPPERMINT.**—The Japanese product has met with a rather quiet demand this week, but values are steadily maintained: spot, 4s. 7d. to 4s. 9d., as to brand and seller. Japanese shippers are quoting March-April and April-May at 4s. 4d. to 4s. 6d., c.i.f.; some parcels afloat offered at 4s. 4d., c.i.f., and January-March, undeclared, at 4s. 3d., c.i.f. There is a strong buying order on the market for any position at 4s. per lb., c.i.f. American natural oil, in drums, remains very quiet: shipment, about 2 dollars to 2 dollars 20 cents per lb., c.i.f., as to brand.

**SANDALWOOD.**—Genuine East Indian Mysore, in one-case lots, continues steady at the advance recorded last week at 20s. 6d. per lb. East Indian is steady at 17s. 6d. per lb., c.i.f., for bulk quantities. English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, 7s. 3d. per lb. Australian, steady at 15s. 3d. per lb., for 7-lb. tins; one case at 14s. 9d. and five cases at 14s. 6d. per lb.

**SASSAFRAS.**—Quoted from 3s. 4d. to 3s. 9d. per lb. for the finest genuine American oil.

**SPEARMINT.**—Business quiet, market barely maintained: U.S.P. oil, spot, 8s. 4½d.; shipment, 7s. 6d. per lb., c.i.f. Other quality oils at cheaper prices.

**SPIKE.**—Genuine Spanish oil of good quality is quite steady at 5s. 9d. to 6s., with one holder asking up to 6s. 3d. for fine quality oil.

**WORMSEED.**—Dealers' prices for U.S.P. quality oil steady. Spot, about 11s. 3d.; shipment, 10s. 5d. per lb., c.i.f.

## WORLD MINERAL INDUSTRIES—No. 9

# Gypsum

Producing Country	1934	1935	1936
<b>BRITISH EMPIRE</b>			
United Kingdom ...	tons 961,581	tons 981,913	tons 1,002,472
Union of South Africa ...	22,929	21,249	31,457
Canada ...	440,442	502,206	750,996
Cyprus (estimated) ...	14,000	16,000	13,000
Palestine ...	3,377	4,471	6,111
India ...	46,757	45,318	54,404
Australia ...	89,654	118,136	125,584
Total ...	1,579,000	1,689,000	1,984,000
<b>FOREIGN COUNTRIES</b>			
Austria ...	33,000	38,000	48,000
Estonia ...	4,828	6,139	13,630
France ...	1,430,500	1,255,000	(a)
Germany ...	851,000	952,000	(a)
Greece (b) ...	9,950	9,754	(a)
Italy (including alabaster) ...	451,729	463,726	319,659
Latvia (exports) ...	80,524	97,372	121,552
Luxemburg ...	10,520	29,008	28,650
Roumania (b) ...	40,430	(a)	(a)
Spain (c) ...	1,042,135	(a)	(a)
Sweden ...	119	167	(a)
U.S.S.R. ...	677,662	(a)	(a)
Algeria ...	80,026	54,476	44,575
Egypt ...	147,348	187,655	(b) 252,164
Tunis (estimated) ...	25,000	25,000	25,000
Mexico ...	(a)	59,944	60,736
United States ...	1,371,580	1,699,893	2,421,884
Argentina ...	43,445	48,987	(a)
Brazil (estimated) ...	2,000	2,000	2,000
Chile ...	10,729	25,738	22,200
Peru ...	8,018	8,913	(a)
China ...	66,650	70,000	70,000
Japan ...	125,617	135,503	(a)
New Caledonia ...	13,400	—	—
Total* ...	6,600,000	6,900,000	(a)
WORLD'S TOTAL*	8,200,000	8,600,000	(a)

(a) Information not available. (b) Converted from cubic metres at the rate of 1 cubic metre = 2 long tons. (c) Including 364,768 cubic metres of gypsum converted as per (b) for 1934. \* Gypsum is also produced in Poland, Switzerland, French Morocco and Cuba. (Statistical Summary published by Imperial Institute, London, S.W.1.)

## Trade-Mark Applications

(From "The Trade Marks Journal," February 9, 1938)

"DENSTET"; for adhesive powders for dentures (3). By Associated (Dental) Products, Ltd., 31A Denmark Road, London, W.13. 581,115.

"AEROPHONIC"; for germicidal mouthwash (3). By C. S. Metcalf, Brunswick Street, Leeds, 2, Yorks. 581,400.

"CELLUCRINE"; for medicinal chemicals, excluding soap (3). By La Biotherapie, S.A., 5 rue Paul Barruel, Paris, France. 581,853.

"DERMOVITE"; for skin preparations (3). By E. M. Rees, 49 Maindy Road, Cathays, Cardiff. 581,657.

Maze design; for medicinal chemicals (3). By A. Ruben, 53-54 Haymarket, London, S.W.1. 582,179.

"ORTEDRINE"; for medicinal chemicals (3). By May & Baker, Ltd., 42/43 St. Paul's Churchyard, London, E.C.4. 582,550.

"FUREUR"; for perfumery, etc. (48). By Tourneur Beauty Products Inc., 136 East 57th Street, New York, U.S.A. 581,337.

"EGOISTE"; for perfumery, etc. (48). By Parfums Revillon, 42 rue la Boetie, Paris, France. 582,398.

"OLYMPIC"; for lipstick (48). By Coty (England), Ltd., 3 Stratford Place, London, W.1. 577,853.

"ADONA"; for perfumery, etc. (48). By Elizabeth Arden, Ltd., 25 Old Bond Street, London, W.1. 581,110. (Associated.)



# Correspondence

Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

## Professional Pharmaceutical Union

SIR,—In your report of the meeting of the Blackpool Branch of the N.P.U. (*C. & D.*, February 19, p. 202) I notice a suggestion was made that the membership of the N.P.U. be extended to all pharmacists. No opinion was expressed by the member of the Executive, however. In view of the activities of trade unionism among the trade, it is a matter of urgency that the formation of a professional union should be seriously considered by the Society and the N.P.U. The suggestion made at Blackpool provides the most suitable and successful way of meeting our need, since the creation of a new organisation would be redundant, while a well-organised body already exists to serve the interests of pharmacy. This extension of the N.P.U. would give pharmacy a representative organisation on a parallel with the British Medical Association. It would be interesting to hear of objections to this scheme.—Yours truly,

W. J. MERRICK.

Newton-le-Willows, Lancs.

## Pharmaceutical Machinery for the Pharmacist

SIR,—I am afraid that "Electrolite" (*C. & D.*, February 19, p. 226) has rather missed the point of my first letter. My object was not to call attention to the galenicals that some chemists find it practicable to make, but to draw attention to the fact that electrical energy is cheap, that it can be obtained in a handy form, and that it can and does produce preparations that are more elegant than those made by the ordinary hand methods. A homogeniser of one gallon per hour may seem small at first glance, but consider it from this angle. It will make that special emulsion that Dr. X orders on occasions, make the 8 oz. in five minutes, save fifteen minutes, and produce a better result. Many chemists still make a good thing out of their own special emulsion and would be pleased to be able to make one gallon in an hour without worry, attention or expending their own energy. The point to remember in connexion with electrical power is that a  $\frac{1}{2}$ -h.p. motor can be run for one hour at a cost of one penny. Pulv. bismuth co. made in a mortar may have the correct ingredients, but it would not compare with one made in a proper mixing and sifting machine, in the latter case, note, without mess. I still think that there is a market for some type of unit of this character.

Yours faithfully,

L. STOCKS.

Sheffield, 9.

## Mr. Cahill's Candidature

SIR,—It is a very great compliment to Irish pharmacy that the Pharmaceutical Society of Ireland should have been appointed a nominating body under the Senate Electoral Act for the forthcoming election to the newly-constituted Upper House of the Irish Legislature. The Council of the Society is to be congratulated on this and also on its eminently suitable choice of the vice-president, Mr. P. C. Cahill, as its nominee. Very few of the nominating bodies will have at their disposal a candidate with a strong national appeal like Mr. Cahill, who in addition to being vice-president of the Pharmaceutical Society is also chairman of the Wholesale Drug Association. I would nevertheless like to endorse Mr. F. J. Fitzpatrick's dictum at the last Council meeting that "Chemists must work as they have never worked before" to secure Mr. Cahill's election. A candidate, even of his high qualifications, is far from being certain of success when the electorate is composed almost entirely of professional politicians with whom political affiliations will tend to carry over-much weight. It would be fatal to think that Mr. Cahill's personal popularity, great as it is among us, his professional colleagues, would be sufficient to secure his election. Every one of us should do all we can to secure votes for him among the electors. It will be a loss to our new Irish Senate, and to Irish pharmacy in particular, if through our own apathy Mr. Cahill is defeated.—Yours faithfully,

P. A. BRADY, M.P.S.I.,  
President of the Irish Drug Association.

Dublin.

## The Apprentice Question

SIR,—Mr. Somerville's searching analysis of the report of the Pharmaceutical Society's Education Committee on this subject (*C. & D.*, February 19, pp. 210-211) will give most serious-minded pharmacists furiously to think. His exposure of the fallacies and inaccuracies in the report will, it is to be hoped, bring some explanation, or at least some reply, from official quarters. The persistent drop, from whatever cause, is alarming, and Mr. Jack's attempt in Council to break the complacency of his fellow-Councillors is obviously justified. And yet I find that, far from making things easier or more attractive for the young of both sexes to enter pharmacy, the Society's secretary told his audience at Manchester last week (p. 202) that the only way the problem of an increase in qualified men could be solved was "by their educational policy." That is to say, make the examinations so stiff that fewer and fewer young men or women would attempt them. That, together with bad working conditions and poor prospects of adequate remuneration, will in course of time certainly be effective, but it will as certainly lead to the extinction of pharmacy. The article by Mr. Somerville deserves the widest publicity and I hope your readers in various parts of the world will give their views.—Yours faithfully,

NUNQUAM (19/2).

SIR,—"Manufacturer" (*C. & D.*, February 19, p. 227) is quite right when he says there are few pharmacies to-day where "conditions" can be regarded as suitable for the training of apprentices, but the pharmacist is largely under the influence of modern conditions himself. It may be true that in some instances scripts are sent to wholesale houses to compound because some of the younger chemists may not have had suitable training during their own apprenticeship, and in such cases they should certainly not undertake the tuition of others. But even those who, like myself, belong to the older generation, do not consider they can do justice to an apprentice under present circumstances. In these latter years I have been interested principally in suburban pharmacy with a large amount of panel dispensing, and the pressure of this work is such, especially during the rush hours, that it is imperative to have assistants who can dispense rapidly and accurately such prescriptions as come under this scheme, and there is no time for training youths. Even if there were, I do not think the work called for on panel scripts would be anything like adequate enough to equip a student to cope with an all-round dispensing practice, or to face with assurance an examination paper at the Square in practical pharmacy. With Insurance work most of the mixtures are Formulary ones; pills and tablets are bought, as are also ointments and emulsions, and the dispensing consists of transferring the preparation from the stock bottle to the patient's container. There is little opportunity for making at the dispensing counter preparations which would provide any real tuition or practice in the art. I admit, reluctantly, that I do not consider it economical in a panel business to make many of the preparations I was accustomed to in my earlier years.—Yours faithfully,

RETAILER (19/2).

## Mr. Mallinson's Recipe

SIR,—I am not sure that Mr. Mallinson, when making the test purchase to which he referred at the mass meeting of chemists at Wembley (*C. & D.*, February 19, p. 209), would have found a more even result if he had sent round a straight prescription. And still less do I think that the prices which are charged in many instances for prescriptions and recipes are any trustworthy indication of what is a profitable basis for a chemist to carry on business. On many occasions instances have been given in your columns of prescriptions which have been grossly undercharged when compared to the price as worked out according to the Retail and Dispensing Price List, and in daily business one meets frequently the customer who disputes the price quoted on the ground that the medicine has been dispensed elsewhere at a much lower rate. It is correct to say, as a member did at question time, that one cannot charge dispensing rates on such things as "all fours" and ginger wine



recipes, but there are many other recipes which require dispensing just as much as a straight prescription, and for these it has always been my contention that the appropriate dispensing fee should be charged. Some little while ago a recipe taken from the beauty hints in a daily paper was going the rounds for an inexpensive face cream; amongst the ingredients were coconut oil, lanolin and almond oil, a preparation which required mixing by heat in a dish, and yet I had customers who told me they had had it made up for sixpence. This would just about cover the cost of the ingredients and would be undercharged at that; surely it is worth a dispensing fee for performing what is a purely pharmaceutical operation, although maybe on a small scale. It would be interesting to know if any of the multiple shops were included in Mr. Mallinson's test, and if so how their prices compared with those of the private chemist.—Yours faithfully,

DISPENSER (19/2).

### N.P.U. Executive Election

SIR,—Mr. E. A. Brocklehurst's candidature (North-Eastern Division) is unanimously supported by the Hull Branch of the National Pharmaceutical Union, and particularly by the Chemists' Friends subsection. He stands as a wholehearted supporter of the C.F. scheme, and is one of the pioneers of the movement in this district, and had worked energetically towards its success. Mr. Brocklehurst has that acumen and business ability so essential for dealing with the problems of retail pharmacy, and we ask members to vote in his favour on this occasion.—Yours faithfully,

C. WALKINGTON FOX.

Anlaby.

### Key Industry Duty

SIR,—The table of declared values of imports and the net revenue receipts which appeared in last week's *C. & D.* (p. 221) is extremely interesting, but somewhat curious. It shows the steady growth of revenue from optical elements and instruments from 1932 to 1937 to have reached the astonishing figure of nearly £300,000—a growth of nearly £200,000 in the five years. On the other hand, scientific glassware only produced £3,000 more last year than it did in 1932, but scientific instruments gave the revenue £66,500 more than they did five years ago. There must be some reason for the sudden drop in receipts of £40,000 last year in rare metals (molybdenum, vanadium and their compounds), and of £4,500 in ferro-titanium and manganese. Presumably these collapses are caused by the wars going on in various parts of the world, but exactly why and where one would like to know. The revenue derived from imports of Key industry chemicals shows but little fluctuation during the past three years. Quite a fair proportion of these products come in under international commercial agreements. It is, perhaps, in this section of the Key industries that the protection first afforded to the home manufacturers in 1921 has proved most successful.

Yours truly,

CURIOUS (19/2).

### Wholesale Sales of Poison

SIR,—Under "Parliamentary News" (*C. & D.*, February 19, p. 206) it is reported that a question was asked concerning the sale of tablets containing poison by an unqualified person, and whether regulations could be made placing the responsibility on wholesalers of refraining from selling proprietaries containing poisons to persons other than qualified chemists. Since the 1933 Act came into force there have been many prosecutions of unqualified traders for selling proprietary remedies containing scheduled poisons, and in many cases the party concerned has pleaded ignorance of the contents, or that they were poisons. It is true that the packages are labelled with the required wording, but few people who had not been trained in pharmacy would think of looking for it or reading it. For the person who has served a proper apprenticeship there is no excuse, but it is more often people who take up the sale of chemists' goods without any previous experience who are caught. I do not see, though, why the wholesaler should not be required to make sure he is supplying somebody who is entitled to sell poisons. When supplying dangerous drugs he must know which of his customers are qualified chemists and which are not, so there should be no difficulty in enforcing the same rule for medicinal poisons.—Yours faithfully,

C. P. B. (20/2).

## Miscellaneous Inquiries

We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

J. A. R. (1/2).—ZINC SULPHATE.—Neither this chemical nor preparations containing it are poisons within the meaning of the Pharmacy and Poisons Act, 1933, and the Poisons List.

A. E. H. (17/2).—COD-LIVER OIL IN EYE AFFECTIONS.—Stevenson ("British Journal of Ophthalmology," July 1936) used cod-liver oil successfully in cases of burning of the eyelids and conjunctiva, corneal abrasions, relapsing keratitis, degeneration from mustard gas, applications of the oil being made three times a day. Chevasse used it in inflammation of the eyelids. A. J. Cameron ("British Medical Journal," 1933, ii, 785) describes a successful use of halibut-liver oil in phlyctenular conjunctivitis by dropping the oil into the eyes and expresses the opinion that, clinically, the condition of the eyes improves much more quickly when the oil is administered both locally and orally. Cod-liver oil has also been in use for the external treatment of wounds. Vitamin A is thought to be the therapeutic agent, but Pyke suggests that rancidity in the oil may be the responsible agent since this change is often accompanied by the development of "active oxygen." In the dropper bottle used for applying cod-liver oil in eye affections it is advisable to have a vulcanite cap protecting the rubber, in order to obviate contact between oil and rubber.

W. A. (19/2).—REDUCING JELLY.—A reducing jelly of the type you require could be made as follows:—

Irish moss	..	..	..	..	15
Water	..	..	..	..	600
Glycerin	..	..	..	..	25
Nipazol M sodium	..	..	..	..	0.75
Perfume	..	..	..	..	q.s.

Boil the moss with the water in which has been dissolved the glycerin and nipazol M sodium, for fifteen minutes. Strain while hot and if necessary add sufficient water to make the jelly a suitable consistency. Cool and mix the perfume with the mucilage. The formula may need slight adjustment since the quality of Irish Moss varies somewhat with different samples.

J. J. R. (22/2).—VETERINARY USE OF WHEAT GERM OIL.—Wheat germ oil is the commercial source of vitamin E, which plays an important part in the reproductive processes in both sexes, but which is not a stimulant and will not increase egg production in poultry, rather tending to aid the early development of the fertilised ovum. It has been found that a lack of this vitamin is associated with sterility in rats, as these are the principal animals employed in testing food values. It has, therefore, been tried in cases where E-vitaminosis of cows and horses is suspected. Sterility is caused by many factors, so one cannot prescribe vitamin E for every case, but it is with an animal that seems healthy in every way yet does not breed that reports show that more than thirty out of fifty cows calved normally after being considered sterile, injections of wheat germ oil being the only treatment. The dosage depends on the animal and concentration of the preparation, but 10 c.c. to 20 c.c. are injected intramuscularly. Vitamin E is stored to a very small degree in cattle and is passed out in the milk, so it can easily be understood that some foods may not be rich enough in vitamin E to help to combat sterility.

## Retrospect of Fifty Years Ago

Reprinted from.

"The Chemist and Druggist," February 25, 1889

### The Coca Plant in India

The exceedingly high prices which coca leaves and their alkaloid cocaine attained shortly after the discovery of the anæsthetic properties of the latter a few years ago, as well as a suspicion that the Bolivian supply of the leaves would fall short of the European requirements, were sufficient inducement for planters in Ceylon to try what they could do with the coca. Cultivation of the plant was also undertaken at the National Botanic Gardens at Buitenzorg, near Batavia, and in the Madras Government cinchona plantations plants were also successfully reared. Since then it has become abundantly evident that South America can supply us with more coca than we have use for.



From Nature -  
to the Laboratories

## 'BETAXAN'

TRADE MARK

BRAND

VITAMIN B<sub>1</sub> (SYNTHETIC)

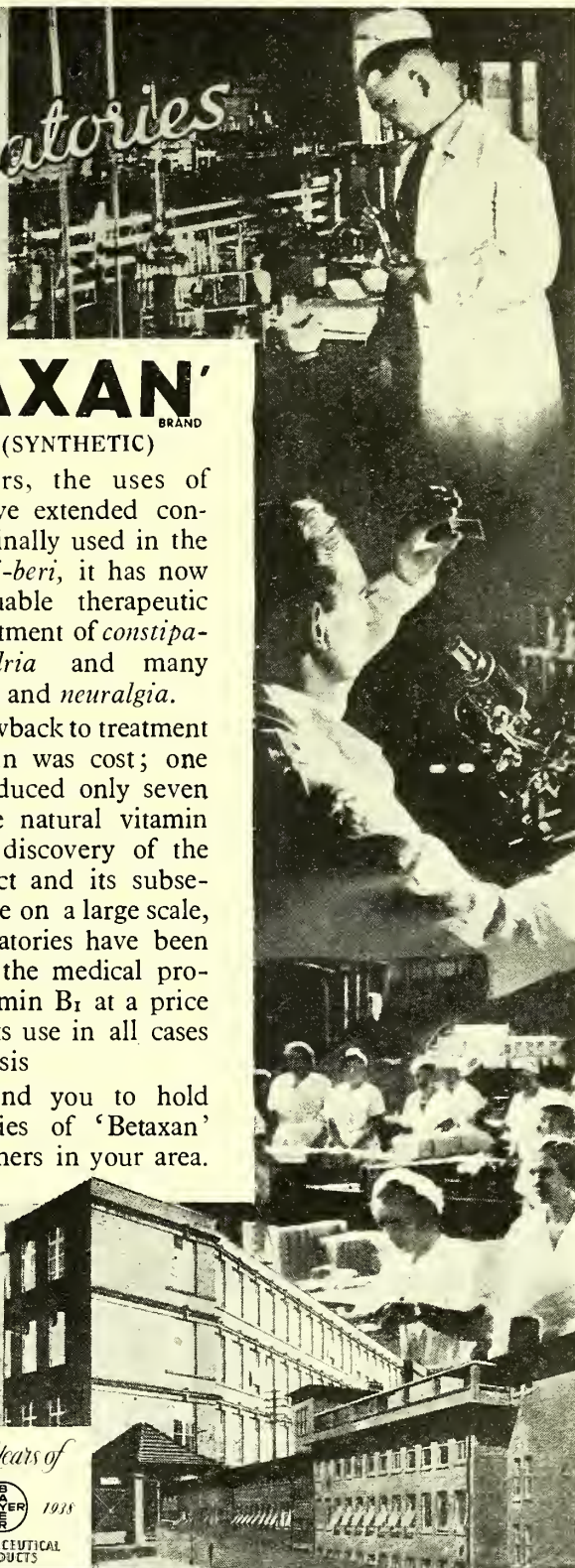
In recent years, the uses of Vitamin B<sub>1</sub> have extended considerably. Originally used in the treatment of *beri-beri*, it has now become a valuable therapeutic agent in the treatment of *constipation*, *achlorhydria* and many forms of *neuritis* and *neuralgia*.

The great drawback to treatment with this vitamin was cost; one ton of rice produced only seven grammes of the natural vitamin B<sub>1</sub>. With the discovery of the synthetic product and its subsequent manufacture on a large scale, the Bayer laboratories have been able to provide the medical profession with vitamin B<sub>1</sub> at a price which justifies its use in all cases of hypovitaminosis.

We recommend you to hold adequate supplies of 'Betaxan' for the practitioners in your area.



A paddy field in Kuang, Selangor, from a photograph supplied by the Malay Information Agency. Rice polishings are a natural source of Vitamin B<sub>1</sub>.



Fifty Years of

1888 BAYER 1938

PHARMACEUTICAL  
PRODUCTS

A composite photograph showing the Bayer Laboratories at Elberfeld, where Vitamin B<sub>1</sub> was isolated from yeast and later synthesised for the first time.

**BAYER PRODUCTS LTD., AFRICA HOUSE, KINGSWAY, LONDON, W.C.2**



# STURGE

## PRECIPITATED CHALK

is the best that money can buy. Sturge standards  
for chalk grading are the accepted  
standards the world over.

**JOHN & E. STURGE LTD., 1 WHEELLEYS ROAD, BIRMINGHAM, 15**

MANUFACTURERS OF FINE CHEMICALS SINCE 1823

*"Graesser"*  
QUALITY

**PHENOL**  
B.P.

ICE CRYSTALS  
DETACHED CRYSTALS  
or  
LIQUEFIED

**CRESYLIC ACID**

META-PARA CRESOLS  
ORTHO CRESOL  
XYLENOL MIXTURES  
etc., etc.

**N. H. GRAESSER** The Chemical Works, **SANDYCROFT, Nr. CHESTER**

Telegrams: Graesser, Chester.

Telephone: Hawarden 104 & 105

All our products are made under strict laboratory control and direct supervision of technical experts. We are specially equipped to produce Salicylates of the finest quality and to give attentive service and prompt delivery . . . .

**ASPIRIN B.P. SODIUM SALICYLATE B.P. SALICYLIC ACID B.P. & Technical.**

# SALICYLATES

**ORTHO-CRESOTINIC ACID Technical, SODIUM PHENATE, Etc.**

*We solicit your enquiries and orders for both B.P. and commercial qualities*

**GRAESSER SALICYLATES LTD., THE CHEMICAL WORKS, SANDYCROFT, CHESTER**

Telephone & Telegrams: **HAWARDEN 104**



# ALKALOIDS

FINE CHEMICALS AND OPIUM DERIVATIVES

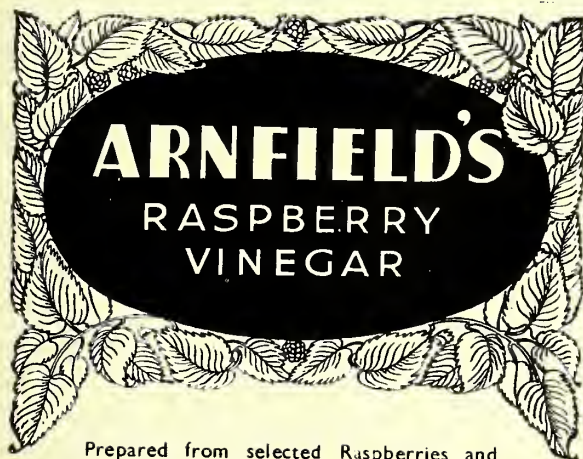
*Goods  
covered by  
Dangerous Drugs  
Acts offered  
subject to all  
regulations*

Aloin · Atropine · Bismuth Salts · Caffeine · Cantharidin  
Capsicin · Chloroform · Chrysarobin · Codeine · Diamorphine  
Emp. Canth. Liq. · Ephedrine · Ergotin · Eserine · Ethyl-  
morphine · Gingerine · Hyoscyamine · Jalap Resin · Leptandrin  
Morphine · Opium · Podophyllin Resin · Salicin · Santonin  
Scammony Resin · Strychnine · Veratrine and other  
Pharmaceutical Chemicals and Preparations.

## T. & H. SMITH LTD.

25 CHRISTOPHER STREET, LONDON, E.C.2

*Blandfield Works,  
Edinburgh,  
32-34 Virginia St.,  
Glasgow*



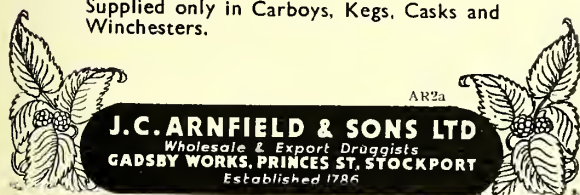
Prepared from selected Raspberries and Pure Cane Sugar.

This product is free from flavouring and added preservatives.

Guaranteed to comply with the requirements of the Food and Drugs Act and Pure Food Regulations.

Samples and prices will be sent on receipt of applications.

Supplied only in Carboys, Kegs, Casks and Winchester.



**J.C. ARNFIELD & SONS LTD**  
*Wholesale & Export Druggists*  
**GADSBY WORKS, PRINCES ST, STOCKPORT**  
*Established 1786*

STERLING  
BRAND  
CHEMICALS

BISMUTH SALTS  
SCALE PREPARATIONS  
HYPOPHOSPHITES  
MERCURIALS

STEARATES  
CITRATES  
ACIDS  
ETC.

**THOMAS TYRER  
& CO. LTD.**  
**STRATFORD. LONDON E.15.**



*Specify*  
**CARNEBROS**  
*Brand*

**Aloin • Chrysarobin**  
**Podophyllin • Quinine**  
**Santonin • Strychnine**

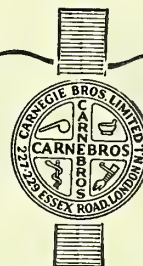
Acetylsalicylic Acid  
Amidopyrin  
Barbitone  
Caffeine  
Emetine  
Ephedrine  
Iodides  
Jalap Resin  
Menthol  
Phenacetin  
Phenazone  
Phenobarbitone  
Salicylates  
Scammony Resin  
Sulphonals  
etc.

**CARNEGIE BROS. LTD., 227-229 ESSEX RD.,  
LONDON, N.1**

Telephone : Clissold 4761—4 lines.

Telegraphic Address : Carnebros, London

Codes : ABC-5th and 6th Editions, Etc



**PETROLEUM  
JELLIES**



**LIQUID  
PARAFFIN**

**TECHNICAL  
OILS**

**PURFINOL LTD.**

**BRETENHAM HOUSE, LANCASTER PLACE,  
STRAND, LONDON, W.C.2**

Telephone :  
Temple Bar 1318 & 1319

Cables :  
"Invatore, Rand, London"

**SOLAZZI**  
**Liquorice Juice**

*The Chemist's Brand*

Should any enquiries as to the composition of SOLAZZI be received from the public, Chemists are requested to emphasise the fact that SOLAZZI is not included in the category of Secret Remedies, and that the following guarantee obtains with every parcel.

*Solazzi Juice is*

*guaranteed to consist entirely  
of the condensed extract of  
finest Calabrian Liquorice Root,  
without any admixture whatever*



**WILLOWS GALENICALS**

Made from Chemically and  
Physiologically Tested Drugs

**WILLOWS**

**FRANCIS**

**BUTLER and**

**THOMPSON**

**LTD.**

**HERRINGS SALINE**

AN EFFERVESCENT PREPARA-  
TION OF HIGHEST QUALITY  
WHICH APPEALS INSTANTLY  
TO THE GENERAL PUBLIC.  
THEY ALWAYS WANT IT AGAIN

Obtainable only from

73, 75 and 89a  
Shacklewell Lane, Dalston  
LONDON, E.8

PHONE :  
CLISSOLD 6361 (4 LINES)

GRAMS :  
FORTY, HACK, LONDON

Wholesale and Export  
Druggists • Manufacturers of  
Pharmaceutical Preparations  
for

**NEARLY TWO CENTURIES**





## Hubbuck's Pure Oxide of Zinc

is made by sublimation, and is warranted to contain upwards of

**99.9 PER CENT.**

of pure oxide; in fact, the impurities are not traceable

*Thos. Hubbuck & Son, Ltd.*

ESTABLISHED 1765

**24 Lime Street, London, E.C. 3**

MANUFACTURERS OF WHITE LEAD, WHITE ZINC, PAINT, OILS, COLOURS, VARNISHES, &c.

*Australian Office: 34 Queen Street, Melbourne*

*Sold by the following Wholesale Druggists in Boxes of 7 lb. and 14 lb. stamped by the Manufacturers: also in 1-lb. Boxes and 1-lb. Glass Bottles:*

Allen & Hanbury, Ltd.	Hirst, Brooke & Hirst, Ltd.
Ayrton, Saunders & Co., Ltd.	Horner, L. A., & Sons
Bell, Jno., & Croyden	Huskisson, H. O., & Co.
Bell, John, Hills & Lucas, Ltd.	Lofthouse & Saltmer, Ltd.
Bleasdale, Ltd.	Mackay, Jno., & Co., Ltd.
Boots Pure Drug Co., Ltd.	May, Roberts & Co., Ltd.
British Drug Houses, Ltd.	Oldfield, Pattinson & Co.
Brook, Parker & Co., Ltd.	Pinkerton, Gibson & Co., Ltd.
Burgoyne, Barbidges & Co.	Potter & Clarke, Ltd.
Butler & Crispe, Ltd.	Raines & Co.
Cockburn & Co., Ltd.	Raines, Clark & Co., Ltd.
Dakin Brothers, Ltd.	Rankin & Borland
Duncan, Flockhart & Co.	Silversides, R. B. G.
Evans, Gaid & Co., Ltd.	Smith, T. & H., Ltd.
Evans Sons Lescher & Webb, Ltd.	Southall Bros. & Barclay, Ltd.
Ferris & Co., Ltd.	Summer, R., & Co.
Gale Balss & Co., Ltd.	Taylor, Jas. (Tringate), Ltd.
Glasgow New Apothecaries Co.	Thompson, John, Ltd.
Goodall, Backhouse & Co., Ltd.	Wilkinson & Simpson, Ltd.
C. R. Harker, Stagg & Morgan, Ltd.	Willows, Francis, Butler & Thompson, Ltd.
Harkness, Beaumont & Co., Ltd.	Woolley Jas. Sons & Co., Ltd.
Hatrick, W. R., & Co.	Wright, Layman & Umney, Ltd.
	Wyleys (Lim.)

Barry, E. J., New York	Muth Brothers & Co., Balti-
Finlay Dicks & Co., New	more
Oleum & Co.,	Palmers, Ltd., Montreal
E. Fougere & Co.,	S. B. Penick & Co., Inc.,
90-92, Beekman Street,	New York
New York	Roller & Shoemaker, Phila-
Chas. L. Huisking & Co., Inc.,	delphia
135, Varick St., New York	Schiffelin & Co., Inc., New
L. H. & Fink, Inc., N. York	York
McKesson & Robbins, Inc.,	Shoemaker & Busch, Phila-
New York	delphia



## ★ THIS INTERESTING BOOKLET Sent FREE on Request!

**ROUSE'S PASTE** for making **TOILET EMULSIONS**

**LABELS** supplied free enable the Preparations to be introduced at a nominal outlay. With orders for 2 lbs. any of the following can be printed with retailer's name and address free. **GLYCERINE AND CUCUMBER, MILK OF ROSES, HONEY AND ALMOND CREAM, HOUSEHOLD EMBROCATION, CANTHARIDES CREAM, HAIR FIXATIVE CREAM**, etc. 10 ozs. 2/9, 22 ozs. 5/9, 7 lbs. 25/- Jars free. 10 ozs. makes about 3½ lbs. of Emulsion. Through Pat. Med. House or post free direct for cash with order.

**THERE'S PROFIT IN THE HOUSE OF ROUSE**

**ROUSE BROS. (LONDON 1) LTD 61 CHARLOTTE ST LONDON, W.1**

PACKED OR  
IN BULK

# TABLETS

(Compressed)

● Specialists for over 30 years in all kinds of Medicinal Tablets. Purity of Drugs and Accuracy of Dosage Guaranteed. Let us put up your own Speciality in Tablet Form. Secrecy of Formula Guaranteed.

**SPECIAL WINTER LINES—COLD and INFLUENZA TABLETS and LOZENGES**  
**BRONCHIAL and COUGH LOZENGES ● ASTHMA and CATARRH TABLETS**

**THE IMPROVED "PREMIER" TABLET MACHINE**

Will stand up to the hardest work. (Full instructions for making tablets with each machine.) Price £14 - 14 - 0. Power machine on stand £20. Also special machine electrically equipped with Motor, Starter, etc., in one unit £35 - 0 - 0.

**BUCKLEY-BOWKER TABLET CO., LTD.**

MANUFACTURING CHEMISTS &  
PHARMACEUTICAL ENGINEERS

29 Parkfield Street, London, N.1

Telephone: Clerkenwell 1401



# Steady Demand

## FOLLOWS IN THE WAKE OF "AIRSEA"

## ADVERTISING

Another impressive Advertising campaign to keep up the demand for Airsea during the "quiet" period from February to June! Airsea Advertising for the peak period will be bigger still!

Read this imposing list of publications designed to carry on the good work; impressive spaces in every paper; the total readership for all insertions reaches the astonishing figure of nearly nine millions; Every one placed to catch the eye of the better class reader — the travelling public. PUNCH, TATLER, BYSTANDER, ILLUSTRATED LONDON NEWS, SKETCH, SPHERE, SUNDAY TIMES, OBSERVER, WOMAN'S JOURNAL, BLUE PETER, STRAND MAGAZINE, IRISH DAILY INDEPENDENT, BELFAST EVENING TELEGRAPH, VOGUE, VARIOUS TRAVEL PUBLICATIONS, PROMINENT SPACES ON RAILWAY STATIONS. Airsea is the *reliable* Travel Sickness Antidote and, at 4/- and 7/6, sells itself. Generous trade terms ensure big repeat profits for stockists. Order at once!



**Write** for Display material etc., to the Sole Distributors  
**THOS. CHRISTY & CO. LTD.**  
**6/12 OLD SWAN LANE, E.C.4**

Manufactured by  
ANGLO-INTERNATIONAL PRODUCERS LTD.  
12/13 South Place, E.C.2



# W.B. DICK & CO. LTD



**PARAFFINUM LIQUIDUM B.P.**  
ALL SPECIFIC GRAVITIES GUARANTEED TO REMAIN BRIGHT AT 0°C

**B.P. WHITE & YELLOW PETROLEUM JELLIES**

**WHITE AND HALF WHITE OILS**

SEND FOR SAMPLES AND QUOTATIONS (WHOLESALE ONLY)

26 GROSVENOR GARDENS, LONDON, S.W.1  
Telephone Sloane 3461 (7 lines)  
Telegrams "Dicolto, Phone, London."  
GLASGOW, LIVERPOOL, NEWCASTLE,  
CARDIFF AND NEW YORK.

## DIET AND GALL BLADDER INFLAMMATION

The problem of maintaining the strength of a patient is the most difficult item in the treatment of Gall Bladder troubles. The necessity of avoiding animal fats—milk, butter or eggs—brings the boggy of mal-nutrition. The use of FERMO-LAC SELF-RAISING FLOUR in pastry, cakes, soda-bread, etc., makes it possible to provide nutriment and roughage so that the patient can maintain health and fight the disease. A first-class "eating" cake of high nutritional value can be made from FERMO-LAC FLOUR without using milk, butter or eggs.

*Ask us for further details*

**BLACKWELL HAYES & CO., LTD.**

*Manufacturing Chemists*

**54-58 MOOR STREET - BIRMINGHAM**

# Halibut Liver Oil

OF HIGH VITAMIN POTENCY

also Halibut Liver Oil Capsules and Emulsion  
Ask for samples and prices

**LOFTHOUSE & SALTMER LTD - HULL**

# KOMPO FOR COLDS

## Wholesale Prices

1/3 Size  
11/6 per dozen net  
3/- Size  
27/6 per dozen net

Carriage Paid Gross Quantities  
or equivalent.

*Manufactured only by*  
**J. F. WHITE & CO., LTD., Chemists**  
BENSON STREET, LEEDS 7  
*Counter Bills free on application*



# SPECIAL SPRING CLEANING SPLASH!

We are making a very special advertising splash this Spring, starting in February and building up to a climax in April and May. Constant advertising during the rest of the year will keep Scrubb's always "on the move." You will be asked for Scrubb's, so if your stock is running low, order to-day.

Scrubb's Cloudy Ammonia is an acknowledged best seller all the year round. It is the only nationally advertised Cloudy Ammonia, and generations of housewives have appreciated the truth of our claim, that "Scrubb's Cloudy Ammonia cleans anything and everything."

These are the papers being used in our Spring Splash. Most of them are being continued during the rest of 1938.

"Radio Times"  
"John Bull"  
"Daily Mirror"  
"Daily Sketch"  
"Weldons Ladies Journal"  
"Woman's Own"  
"Woman"  
"Woman's Weekly"  
"Home Notes"  
"Home Chat"  
"Woman's World"  
"Home Companion"  
"Home Journal"  
"Glasgow Bulletin"  
"People's Journal"  
"People's Friend"  
"Punch"  
"Woman's Pictorial"  
"Red Letter"  
"Red Star Weekly"  
"Weekly Welcome"  
"My Weekly"  
"Woman's Way"  
"Woman's Companion"  
"Family Journal"  
"Lady's Companion"  
"Home Weekly"  
"Weekly Illustrated"  
"Nursery World"  
"The Lady"  
"Good Housekeeping"  
"Mother and Home"  
"Wife and Home"  
"Woman and Home"  
"Mother"  
"My Home"  
"Modern Home"  
"Modern Woman"  
"True Story Magazine"  
"Good Needlework"  
"Needlewoman"

# SCRUBB'S

## CLOUDY AMMONIA

MEMBERS OF THE P.A.T.A.

SOLE DISTRIBUTORS:

CHEMICAL & NATURAL PRODUCTS LTD.

3 THAMES HOUSE, QUEEN STREET PLACE, LONDON, E.C.4.

4d. PROFIT ON EVERY  
LARGE BOTTLE



# "Nothing nasty . . .

## it's for the children"

'Dettolin' gargle and mouthwash has a great advantage. In spite of its high germicidal efficiency it is very agreeable to use.

'Dettolin' contains among other ingredients the active germicidal principle of 'Dettol' - the modern anti-septic.

'Dettolin' can be recommended with confidence for conditions of the mouth and throat: it is gentle and soothing on delicate mucous membranes.

PRICE

'Dettolin' is packed  
in attractive bottles

9<sup>d</sup> & 1/3



FORMULA: Dimethyl Chlor Phenyl Hydrate 1.02%, Menthol 0.12%, Sapo Vegetalis 0.5%, Tinct. Rosae Aromatica 64.9%, Elixir Glusidi B.P.C. 6.0%, Aqua dest. ad. 100 vols.

# 'DETTOLIN'

BRAND

## GARGLE & MOUTHWASH

RECKITT & SONS, LTD. (PHARMACEUTICAL DEPT.) HULL.  
LONDON: 40, BEDFORD SQUARE, W.C.1.



## NOW is not too soon!

Better late than never, but NOW is not too soon to start selling Box's Pills.

They've been earning good profits for a steadily growing number of Pharmacists for over 50 years and could be doing so for YOU, TO-DAY.

## BOX'S PILLS

P.A.T.A. Retail Prices  
1/3 3/- 5/- & 22/-

W. H. BOX, 161 KING ST., PLYMOUTH

*Pharmaceutical*

# CASTOR PREMIER OIL

Tasteless  
Water-White

Made in England by

## THE PREMIER OIL EXTRACTING MILLS

HULL Ltd.

Telegrams: "Premier, Hull"

Telephone: 15191 (8 lines)



**ROUSSEL LABORATORIES LIMITED**

36 CAVENDISH SQUARE, LONDON, W. 1.

Telephone: Mayfair 8695



Present

**RUBIAZOL**

CARBOXY—SULPHAMIDO—CHRYSOIDINE TRADE MARK

... a distinct Anti-Streptococcal Compound.

Tubes of 20 Tablets of 0.20 gms. (3 grs.)	Retail 3/-	27/- per doz.
" " 250 " " " "	30/-	270/- " "
Boxes of 5 Ampoules of 5 cc. (5% Sol.)	7/-	63/- " "
" " 25 " " " "	32/-	288/- " "

**SOLE DISTRIBUTORS  
FOR U.K. AND  
IRELAND —****THE ANTIGEN LABORATORIES**

95 GT. PORTLAND STREET, LONDON, W.1.

Telephone: LANGHAM 3744 (2 lines) Telegrams: ANTLAB WESDO LONDON

**'E N D R I N E'**  
at 13 TO THE DOZEN<sup>REGD.</sup>



Bonus terms may be obtained on 'ENDRINE' Brand Nasal Compound through any wholesaler in return for a fortnight's display. New show material is available.

**JOHN WYETH & BROTHER LTD.,**

25, Oldhill Place, LONDON, N.16.



# 'ASPRO' WINTER ACTIVITIES



A specially intensive 'ASPRO' advertising campaign is in progress—it will be continued right through the cold and 'flu period. As during last year the demand for 'ASPRO' tablets is rising steadily week by week. There is every sign that even last year's rocketing sales figures will be exceeded. This is significant—it means that more and more people are learning the value of 'ASPRO' service.

'ASPRO' winter advertising comprises over £100,000 worth of newspaper space—widespread broadsheeting—and a vast distribution to chemists of window display material and selling aids. Years of publicity on this scale have created hosts of permanent 'ASPRO' users in every town in the kingdom. It's because of this that 'ASPRO' displays are the most powerful sales-makers in existence—use them and you bring in NEW customers. So take part in this great winter activity—

## JOIN IN WITH A PERMANENT 'ASPRO' DISPLAY

**PRESS  
ADVERTISING  
IN 300  
PAPERS**

**BROADSHEETING  
OVER HALF  
THE COUNTRY**

**NEW SALES  
AIDS**

**AVAIL YOURSELF OF  
THE 'ASPRO' BONUS**

**BONUS ON 5's & 10's.**

One gross order ... Bonus 1 dozen packets  
Half gross order ... Bonus 1/2 dozen packets  
Half gross of either size is the minimum order  
accepted for bonus purposes.

**BONUS ON 27's**

One gross order ... Bonus 2 dozen packets  
Half gross order ... Bonus 1 dozen packets  
Quarter gross order Bonus 1/2 dozen packets  
Quarter gross is the minimum quantity.

**NO BONUS ON 60's**

**BONUS CONDITIONS**—The only conditions made are that the Chemist who buys on these terms undertakes to show 'ASPRO' advertising matter in his shop window for 14 days and sell at advertised prices. Acceptance of Bonus is considered acceptance of conditions regarding display and selling prices.



**Here's the  
latest one**



ASPRO consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority

Made in England by ASPRO LIMITED, Slough, Bucks.

**'ASPRO'**  
REG. TRADE MARK

Telephone: Slough 608

No proprietary right is claimed in the method of manufacture or the formula



*AVAILABLE FOR A LIMITED PERIOD ONLY!*

# 100% PROFIT

*ON COST. LESS BONUS*

**TO YOU FROM**

# SEVENSEAS



*The First Palatable*

**COD LIVER OIL**



- REALLY PALATABLE
- PRESCRIBED BY THE MEDICAL PROFESSION
- THREE FORMS TO SUIT ALL REQUIREMENTS
- ON P.A.T.A. LIST & CHEMIST'S FRIEND'S SCHEME
- DROP DOSAGE SUFFICIENT

Nation-wide advertising is creating public demand for SevenSeas Cod Liver Oil all over the country. Stock up to meet your customers' demands on the most favourable terms ever!—100% profit on cost less Bonus. A trade broadsheet giving full particulars has been forwarded to you. Take advantage of this Special offer NOW!

*Send in Special Order Form To-day!*

BRITISH COD LIVER OIL PRODUCERS (HULL) LIMITED, ST. ANDREW'S DOCK, HULL, ENGLAND



Announcing NEW 5/- size

**"CLARKES"**

Brand

World-famed Blood-purifying Medicine

**"BLOOD MIXTURE"**

Registered Trade Mark

UNSTAMPED, FOR SALE BY CHEMISTS ONLY

**P.A.T.A. PRICES****"CLARKES"** Brand BLOOD MIXTURE

(Liquid and Tablets)

Retail 3/-. 3 doz. lots £4-4-0 less 3 $\frac{3}{4}$ % one month12 " " £16-16-0 " 8 $\frac{3}{4}$ % " "

CARRIAGE PAID

PACKING FREE

**ASSORTED ORDERS****"CLARKES"** Brand

BLOOD MIXTURE

(Liquid &amp; Tablets)

Retail

Per Doz

... 1/9 16/4

" " " ... 3/- 28/-

" " " ... 5/- 46/8

" (Liquid only) ... 12/- 112/-

SKIN LOTION ... 1/3 11/8

SALVE ... 1/3 11/8

" ... 3/- 28/-

" ... 5/- 46/8

APERIENT PILLS ... 1/3 11/8

" ... 3/- 28/-

MEDICATED SOAP

Doz. Tablets

Box 3 Tablets ... 2/6 7/10

Single Tablets ... 1/-

Orders may be assorted as desired at above rates provided they reach minimum values, as follows:-

£4-4-0 less 3 $\frac{3}{4}$ % one month£16-16-0 " 8 $\frac{3}{4}$ % " "

CARRIAGE PAID

PACKING FREE

ORDERS may be sent direct or through the usual wholesale houses

**The Lincoln & Midland Counties Drug  
COMPANY, LIMITED****PARK STREET, LINCOLN**

Telegrams: "Lindum, Lincoln" Telephone: Lincoln 55

**Paraffinum  
Liquidum  
B P.**ALL  
GRADES  
SAMPLES & PRICESOn application  
toALSO  
TECHNICAL  
QUALITIES

WHOLESALE ONLY

**Sterns Ltd.**  
16, Finsbury Sq. London.EC2Telephone: National 7644 (7 lines)  
Telegrams: Centumvir, Phone, London**IT IS****NOT THE PRICE**but the Chloroform strength  
that counts in**LINSEED, LIQUORICE and  
CHLORODYNE LOZENGES**Specify "Gibson's" and be  
sure!Cartons and special display  
material will gladly be sent  
on request.**ROBERT GIBSON & SONS LTD.  
MANCHESTER and LONDON**



**NEW****FOUR  
VITAMINS  
IN ONE**

Kindly note that the continued demand for 'Nestrovite' vitamin tablets and emulsion enables us to continue for a short period only our special bonus terms. Ensure that you have sufficient stocks and so avoid disappointing customers.

**NESTROVITE**

Trade Mark

Vitamin Tablets and Emulsion

Brand

Distributors: Roche Products Limited, London, N.13, and Welwyn Garden City

**R O C H E**

This showcard and display scoop with attractively packed samples of 'Nestrovite' for customers' trial free on bonus orders.

*Introducing***URANDIL** Brand**IODINE—URANIUM OINTMENT**

**For the effective treatment of Dermatoses :  
Eczemas, Sycosis, Wounds, Burns, etc.**

The value of Urandil has been established by extensive clinical trials and dermatologists at the Prague Dermatological Clinic of Professor Kreibich have confirmed its remarkable therapeutic activity and curative properties.

NOW BEING ADVERTISED TO THE MEDICAL PROFESSION

Urandil is supplied in tubes of 1 oz. Retail 2/6 Wholesale 22/6 per doz.

**THE ANGLO-FRENCH DRUG CO. LTD., 11-12 Guilford St., LONDON, W.C.1**





*For*  
**PARTICULAR  
PEOPLE**

For use with  
Sanitary  
Towels as a  
DEODORANT  
and to pre-  
vent chafing.  
It neutralises  
body odours  
at once.

**ORDER FROM YOUR WHOLESALE HOUSE**

# ZEAL

## Clinicals

The Choice  
of Experts

BRITISH  
MADE

NO HIGHER  
IN PRICE THAN  
NONDESCRIPT  
MAKES

Also Household, Bath  
and Works Thermometers,  
the best of their kind

**G. H. ZEAL LTD.**  
LOMBARD RD., MORDEN RD.,  
LONDON, S.W.19

Phone : Liberty 2283-4-5



**NORVIC**  
ABDOMINAL  
CREPE BINDER

The ideal Abdominal Binder is one that "gives" to movement, however often washed, and contains no rubber to cause discomfort. The Norvic crepe binder meets those requirements exactly. Comprising 70% wool, it combines firm support with absolute ease and softness. It is self-clinging, no folding is needed. Stretched to six yards length without loss of width and the edges do not tear or ravel. Made in 6", 8" and 11" widths.

This hygienic, very useful Binder has wide public favour, and the price is quite moderate. Supplies may be had through your usual Wholesalers.

Sole manufacturers :—  
**GROUT & CO., LTD.,**  
35 WOOD STREET,  
LONDON E.C.2

# "SURCO"

RELIABLE

## ELASTIC HOSIERY

SEAMED & SEAMLESS

For special garments to  
measure we maintain a 24  
hour service.

:: BODY BELTS ::  
TRUSSES :: SUNDRIES

*Permit us to quote you*

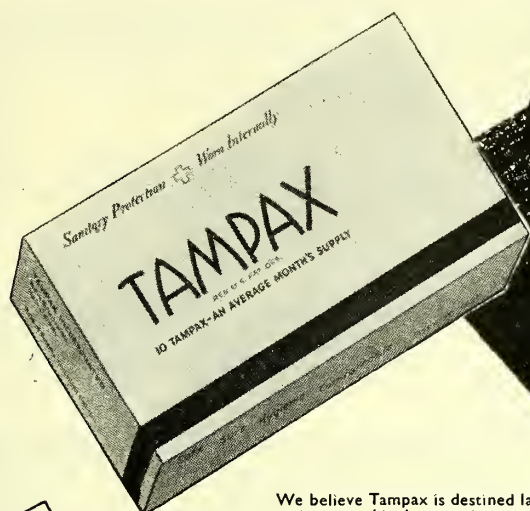
## SURGICAL HOSIERY CO. LTD.

Russell Street :: NOTTINGHAM

Telephone No. : 75903.

Telegrams : SURGICAL, NOTTM.





# Cash in on TAMPAX Profits

**NEW** COMFORT  
**NEW** SECURITY  
**NEW** FREEDOM

We believe Tampax is destined largely to replace the external type of sanitary napkin because it represents such a distinct advance in the convenience and comfort of women; because it permits the druggist to make a profit from a stable, repeat item; because it is being aggressively promoted and advertised throughout the country.

Starting this month in many important women's magazines, IMPRESSIVE, DIGNIFIED FULL-PAGE ADVERTISEMENTS WILL BRING TAMPAX TO THE ATTENTION OF MILLIONS OF WOMEN.

The thousands of women who have already tried Tampax would no sooner go back to the external pad than they would to the antiquated methods in use fifteen years ago.

The druggists who have already stocked Tampax claim that to display it is to sell it. Why not test it for yourself? Assure yourself of protected profits from your napkin sales. Order a dozen today!

**WORN  
INTERNALLY**

**NO BELTS  
NO PADS  
NO PINS**

From your  
Wholesaler

RETAIL PRICES & TRADE TERMS	Full size packet	1/6	Per dozen	13/6
	Small "	1/-	"	9/-

FREE SAMPLE will be sent  
to Physicians, Chemists,  
etc., on request.

**SPLENDOR LTD., 5 Beeston Market Hill, Nottingham** • **TAMPAX LTD., 10 Bolton St., London, W.1**

P.P.

## "WEBSTER'S"

### STAINLESS STEELWARE

Specialists in modern equipment for manufacturers i.e., Funnels, Buckets, Jugs, Mixing Containers, Measures, Percolators, Bogies, etc., etc.

Suppliers of Stainless Steel utensils, at prices which enable the user to employ them in place of other metals, as an economical proposition.

The use of Stainless Steel equipment, designed on modern principles, enables overhead costs to be reduced and makes for more convenient and better working conditions.

**ISAAC WEBSTER & SONS, LTD.**  
**ABBAY WORKS, KIRKSTALL, LEEDS, 5**  
Telephone: 51980 Headingley. Telegrams: Isaac Webster, Kirkstall.

*You can recommend  
**HOSEZENE** with confidence*

High standards of manufacture secure for you repeat sales without difficulty.

HOSEZENE Sterilised Accouchement Sets, Sanitary Towels and Belts, Baby Pants, Nursing Aprons and Cotton Wool are all produced from the best quality materials and show good profits.

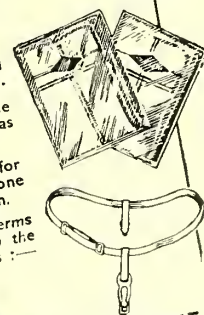
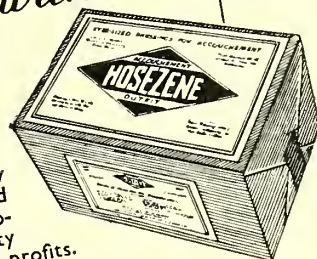
HOSEZENE Sanitary Towels are supplied in 3 forms:—

**PERFECT** with the knitted cover and loop ends. Retail at 1/- and 2/9 per dozen.

**SOLUBLE** packed in cartons of one dozen to sell at 1/- to 1/6 per dozen. Has no equal for easy disposal.

**COMPRESSED** in great demand for holidays and travelling. In cartons of one dozen to retail at 1/3 to 2/3 per dozen.

Free Samples and terms on application to the manufacturers:—



**THE HOSEZENE  
Co. Ltd., NOTTINGHAM**





WHOLESALE & EXPORT ONLY  
**HYPODERMIC NEEDLES**  
OF ALL DESCRIPTIONS

**S.&R.J.  
EVERETT  
& CO., LTD.**

Original makers of  
**STAINLESS STEEL  
NEEDLES**

OUR SPECIALITIES INCLUDE THE  
ORIGINAL RECORD FITTING AND N.H.I.  
SPECIFICATION HYPODERMIC NEEDLES.  
Comprehensive catalogue sent on request.

939, LONDON ROAD,  
THORNTON HEATH, LONDON, S.W.16



**SOUTHALLS**  
"CELTEX" SOLUBLE  
*San towels*

IN CARTONS  
6 for 6d. and 12 for 1/-  
and 1/2, 1/6 and 2/-

also MAKERS OF "ORIGINAL" & "K" SAN TOWELS

**PARAFFINUM  
LIQUIDUM, B.P.**

OLEUM  OLIVAE


**G. E. THURLEY & SON**  
UNITY WORKS  
LATIMER ROAD  
MAYLAND 4656 LONDON E.7

**SCIENTIFIC FACTS!**

About **DISKA** Bulb  
**CLINICAL THERMOMETERS**

Ask your Wholesale  
House for the new  
leaflet explaining  
hitherto unrealised  
Scientific facts  
about Clinicals


That's  
where it's  
different



Reg. Design  
No. 815689

Diska Bulb Clinical Ther-  
mometers embrace these  
scientific evolutions and  
are recognised as the most  
perfect type of clinical  
thermometers to use.

OBTAINABLE AT FIXED PRICES FROM  
ALL WHOLESALE HOUSES



**CORKS,  
STOPPERS, ETC.**

Send us your enquiries  
and compare our prices.  
We manufacture corks  
of every description.

Est. 1844

**C. OLLEY & SONS LTD.**  
CAMPERDOWN ST. &  
GREAT ALIE ST., LONDON, E.1.

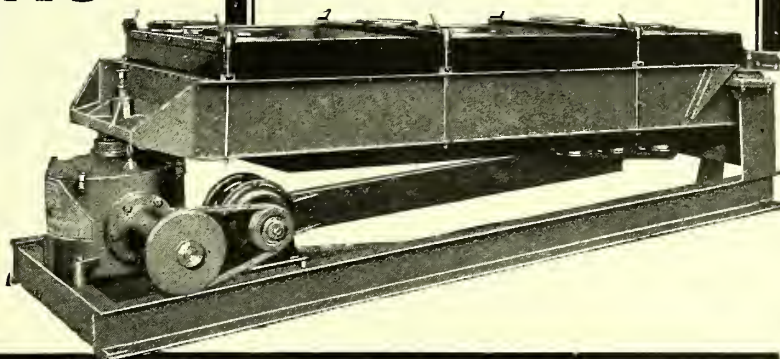
Telephone: Royal 2868.  
Tel-grams: Circumference, Edo, London.



# Improve your output — Reduce your costs by installing — **LOCKER ROTEX SCREENERS**

"Rotex" Screeners are successfully screening these materials. They will be equally successful with yours.

Aspirin. Boric Acid.  
Calcium Acid Phosphate.  
Calcium Carbide.  
Copper Sulphate.  
Dental Powder.  
Epsom Salts. Fertilisers.  
Glauber Salts.  
Liquorice Extract. Magnesia.  
Potassium Carbonate.  
Sodium Bicarbonate.  
Sodium Bisulphite.  
Sodium Hyposulphite.  
Stearic Acid.  
Talcum Powder.  
Tartaric Acid. Zinc Oxide.  
etc., etc.



In the Chemical and Pharmaceutical Industries Locker Rotex Screeners are making separations of over one hundred different kinds of materials. These separations range from the handling of heavy chemicals where capacities are figured in tons per hour, to the screening of expensive pharmaceuticals on very fine screens where a capacity of one hundred pounds per hour is considered excellent.

Because of the many corrosive materials handled, quite a few of the Locker Rotex Screeners furnished to these users are built of special metals such as stainless steel, monel metal or copper.

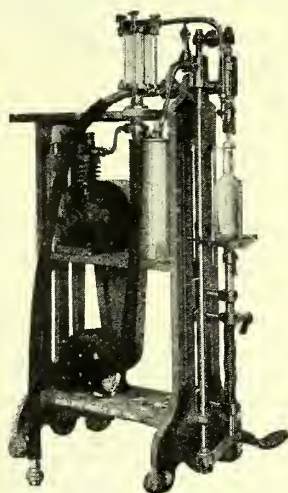
In some cases, the dust from the material screened is quite obnoxious or even poisonous which makes the Locker Rotex even more desirable because it is really dust-tight in operation.

## LOCKERS (ENGINEERS) LIMITED — WARRINGTON

Telephone: 910 WARRINGTON

Telegrams: LOCKERS, WARRINGTON

### ROBERTS' PATENT "LEO" VACUUM FILLER



for Glass, Stone,  
and Tin Bottles.  
Fills all sizes from  
drachm to quart—  
long, short or  
sprinkler neck.

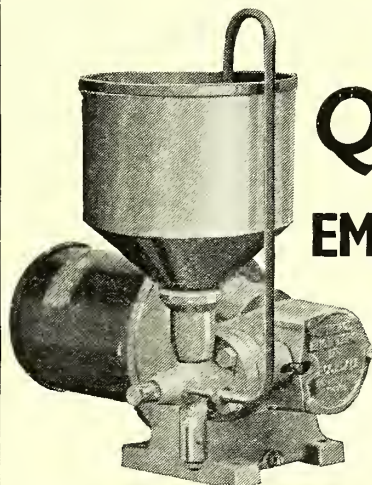
Clean and Rapid  
No Over Filling  
Broken Bottles  
Rejected  
Easy to Clean  
Self Rinsing

WRITE FOR  
PARTICULARS

### Roberts' Patent Filling Machine Company Limited

33 Roundcroft Street, Bolton, Lancashire

Makers of every description of Bottle Filling and Shallow  
Jar and Tin Filling Machine for the Chemists' use  
ALL RIGHTS RESERVED



THE  
**Q-P** POWER  
EMULSIFIER



This machine operates on exactly the same principle as our well-known laboratory model, and will give as satisfactory results. A relief valve is incorporated by which the pressure can be varied up to a maximum of 350 lbs.

per square inch, and this enables the globule size of the ultimate emulsion to be varied to requirements. It has an output of 20/25 gallons per hour, but small quantities can be as effectively treated as in our laboratory model.


Sole Manufacturers:

### ORMEROD ENGINEERS LTD

SHAWCLOUGH ~ ROCHDALE

TEL.: 4355 Rochdale





**BOTTLE BOXES**  
of all kinds  
**PACKING CASES, CRATES, DRAINERS, etc.**

**HENRY HADFIELD, Ltd.**  
South Accommodation Rd., HUNSLET, LEEDS, 10

'Phone 24070 LEEDS

Grams: PACKING PHONE, LEEDS

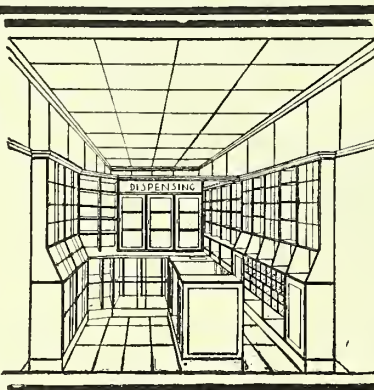
## THE MODERN CHEMIST

— Fittings by —

**D. MATTHEWS  
& SON, LTD.**The  
Liverpool  
Shopfitters14/16 Manchester St.  
LIVERPOOL 1

Established 1848

\*Phone: Central 2694/5

**DISPENSING BOTTLES**

Yorkshire-made white flint flats. Machine made (plain or graduated)

**8 oz. - 13/- gross**

5 gross minimum quantity

a. Accurate and well finished. b. Carriage paid up to 100 miles Leeds.  
c. Packed in half-gross free corrugated cartons, handy for storage.**THOMAS SWALES**

Saint Stephen's Road

**LEEDS 9**

"SWALES FOR SUNDRIES"



**Porteus**  
LEEDS

**'ATLAS'**  
MIXERS  
AND  
SIFTERS

PATENT AUTOMATIC  
SPRAYING ATTACHMENT  
WORKS ACCURATELY  
AND ENSURES EXACT  
MIXING OF POWDERS  
AND ESSENTIAL  
OILS... THESE  
MACHINES  
NOW HAVE A  
NEW INTERIOR  
CONSTRUCTION

The best machine of its type ever made.  
Sturdily built, it gives a lifetime of  
Satisfactory Service... You buy  
satisfaction when you purchase an  
'Atlas' Mixer. Ask us for illustrated details

**GEO. PORTEUS & SONS [LEEDS] LTD.**  
LEEDS BRIDGE, LEEDS

TELEGRAMS "ELEVATOR LEEDS" TELEPHONE 28597 (3 lines)

**HARVEY'S  
Horse Remedies**

P.A.T.A.

Protected Prices.

THESE Remedies are used in most of  
the Training Stables, Stables of Masters  
of Hounds, and by many thousands of the  
best Private Horse Owners in the United  
Kingdom and Abroad.

Supplies through a/l Wholesale Houses.

**HARVEY & CO. (DUBLIN), Ltd., DUBLIN****COMPOSITION STOPPERS  
BAKELITE MOULDINGS  
COMPACTE COSMETIC & ROUGE BOXES****200 Varieties  
Any Colour.**A suitable Composition Stopper will  
enhance the selling  
value of your  
package. Let us fit  
your Bottles and  
quote you.**W. J. SHARPLIN, Ltd.**

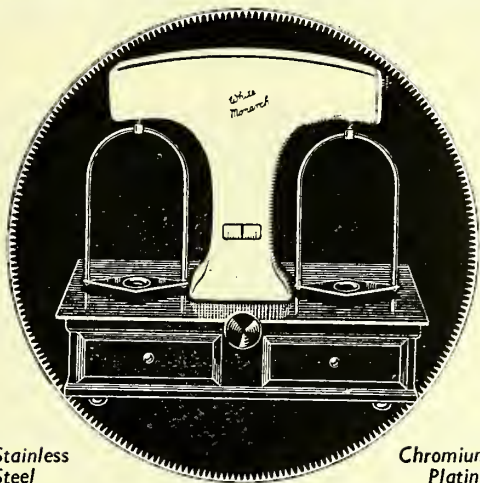
Middle Lane Works, Hornsey, LONDON, N.8

Telephone: Mountview 0952



## WHITE MONARCH

THE  
MODERN ENCLOSED DISPENSING BALANCE



Stainless  
Steel

Chromium  
Plating

Entirely protected from dust and fumes by the white porcelain enamelled housing. Strongly made to withstand hard usage and yet retain its sensitivity

ASK YOUR SUNDRIES HOUSE TO  
SHOW YOU ONE

**WILLIAM A. WEBB, Ltd.**

4/5 Skinner Street, London, E.C.1

## AYRTON-GRAHAM LTD.

*Designers and actual manufacturers of*

### FITTINGS

For the MODERN PHARMACY.

Shop Fronts, Show Cases, Exhibition Cases, Counter Cases, Counters, Wall Cases, Glass Signs, etc., etc.

PHARMACIES MODERNISED.

ALL GOODS OF BEST QUALITY  
AND FINISH AT LOWEST RATES

*Competent Fitters sent to all parts.*

**24 BENSON ST., LIVERPOOL**

# Armstrong's

TAPER  CORKS

ARMSTRONG CORK CO. LTD.  
KINGSBURY, LONDON, N.W.9.



## the specialist ... in 1842

The medical specialist may be new, but it is 95 years since we instituted a specialized service in designing and printing labels for pharmacists who sell their own products.

During that time we have evolved and printed labels for every conceivable preparation. Consequently we have an unrivalled fund of knowledge on every detail which affects the pharmaceutical profession in relation to labels. When you entrust your label designing to us, this is probably the most valuable item, although naturally, speedy delivery and competitive price feature to your advantage.

We also supply Bags, Envelopes, Dispensing Labels, Wrapping Paper, Prescription Books, Handbills, Toothbrush Envelopes.

## FORD, SHAPLAND & CO. LTD.

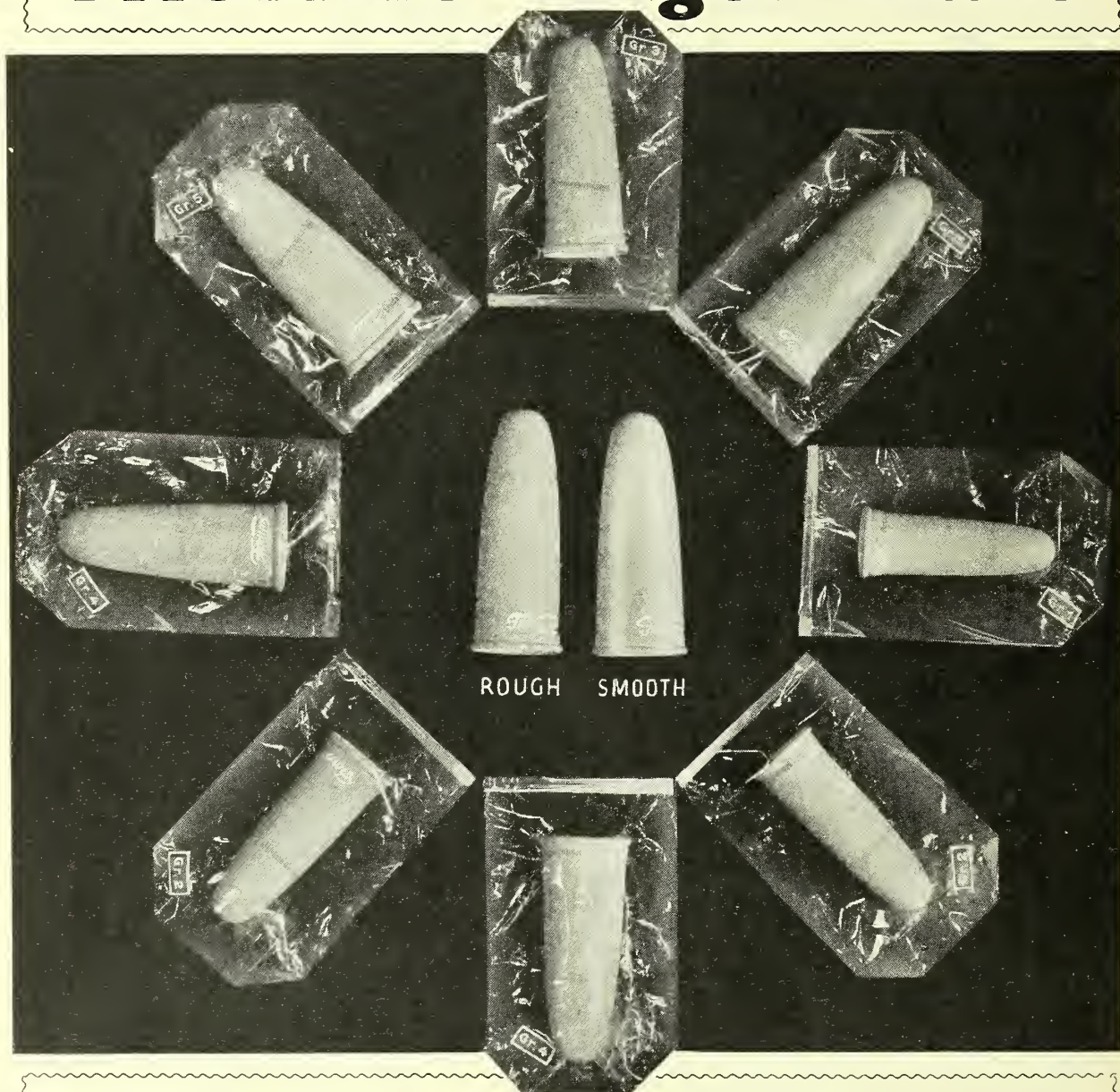
Great Turnstile, High Holborn,  
LONDON, W.C.1

Telephone : Holborn 4695

*Chemists' Printers Since 1842.*



# Introducing a NEW and PROFITABLE LINE FROMM'S Finger Stalls



Definitely an advance on any finger stalls now on the market. Heat cured and made from the finest rubber. Each packed in dustproof transparent paper bag with hygienic seal. Will not deteriorate in stock for at least 3 years.

Sizes 1 to 6 rough and smooth  
per gross 30/- smooth surface  
" " 36/- rough surface

Include a gross assorted with your next order and you will be surprised how quickly they will sell.

**HERBERT FROMM, 29-31 Oxford St., London, W.1**

Telephone : GERard 6258-9

Telegrams : Frommag, Rath, London



# The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

FEBRUARY 26, 1938

28 ESSEX STREET, LONDON, W.C.2

## ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

**BUSINESSES WANTED and for DISPOSAL, PREMISES TO LET and FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS for SALE and AGENCIES**—6/- for 50 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)  
**SITUATIONS OPEN**—6/- for 40 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)  
**SITUATIONS WANTED**—2/- for 18 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)  
**LEGAL NOTICES, TENDERS, AUCTIONS**, and all specially-spaced announcements, 1/3 per nonpareil line (12 lines = 1 inch single column). (Box No., 1/- extra.)  
**MISCELLANEOUS (Wholesalers' Section)** for odd and second-hand lots—10/- for 60 words; 1/- for every additional 10 words or less. (Box No., 1/- extra.)  
**EXCHANGE COLUMN** (for Retailers, etc.)—**Twopence** per word, minimum 2/-. (Box No., 1/- extra.)  
**REPLIES FROM ADVERTISERS**—1/- per line; 3 lines 2/6.

**THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2**  
 Telephone: Central 6365 (10 lines). Telegrams: "Chemicus, Estrand, London."

## CLOSING FOR PRESS

must reach us  
not later than

FIRST POST THURSDAY MORNING

All advertisements intended for  
insertion in this Supplement

## ORRIDGE & CO.

56 LUDGATE HILL, E.C.4

ESTABLISHED 1846

Telephone Nos.: CITY 2283 & 7477

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

- 1.—BRISTOL.—Middle-class General Retail Business situate in excellent position; increasing turnover, present rate upwards of £32 per week; splendid fixtures; stock worth about £500; price required £800 or the lease, goodwill and fixtures, s.a.v.
- 2.—ESSEX (COUNTRY TOWN).—General Retail Business; well established; takings average £70 per week, increasing; net profit last year £929; minimum purchase price required £2,500; Bankers' reference required.
- 3.—HARROW.—Middle-class Retail Business for sale; very well established; present takings £30 per week and increasing; long lease; inclusive purchase price required £500.
- 4.—NORWOOD.—General Retail Business; takings last year £825; scope; Vendor very deaf; rent only £60 per annum; long lease; stock worth £305; inclusive purchase price £325.
- 5.—LONDON BRIDGE (NEAR).—Main road General Cash Retail Business with Panel; takings exceed £2,000 per annum; excellent profits; very reasonable rental; inclusive purchase price about £750; valuation terms entertained.
- 6.—SOUTHEAST-ON-SEA (NEAR).—General Retail Business; takings about £50 per week and increasing; net profit £600 per annum; rent £150 per annum, rising to £160 per annum; long lease; inclusive purchase price £1,750, or valuation terms entertained; stock and fixtures worth about £1,000.
- 7.—EDGWARE.—Cash Retail Business with excellent Panel; turnover last year £2,633; net profit £633; long lease; good representative stock; inclusive purchase price required £1,500.
- 8.—BIRMINGHAM.—Old-established Business for sale; takings approach £4,000 per annum; gross profit last year £1,976; exceptionally profitable; rent £400 per annum, rising to £450 per annum; stock £1,250, to be sold by valuation; fixtures £750, will also be sold by valuation; offers invited for the valuable goodwill.
- 9.—EPSOM (NEAR).—£900 will purchase a Good-class Retail Business returning over £2,000 per annum; heavy stock; modern fixtures; good living accommodation; rent £175 per annum; full details upon application.
- 10.—DEVONSHIRE.—Mixed Country Retail Business with Newspapers and General Stores; takings will exceed £1,700 this year; rent only £28 per annum; comfortable living accommodation; minimum inclusive purchase price required £550; stock and fixtures worth £350.
- 11.—HARROW.—Owing to the decease of Mr. W. Breingan, his executors are anxious to sell the business situate at 2 Peterborough Road; the turnover exceeds £2,000 per annum; scope; rent £200 per annum; two flats over; inclusive purchase price about £1,250, or £250 plus stock and fixtures at valuation.
- 12.—BURTON-ON-TRENT.—Old-established General Retail Business; property can be purchased or leased; turnover about £3,000 per annum; good profits; excellent dispensing connexion; price required £1,650.
- 13.—GLOUCESTERSHIRE.—Ill-health necessitates the immediate disposal of a General Country Retail Business; takings last year £1,200; gross profit £420; stock worth £400-£450; rent only £60 per annum; nice living accommodation with garden; no reasonable offer refused.
- 14.—SUFFOLK COAST.—Chemist Business with Confectionery Business attached for sale; total takings £2,100-£2,200 per annum; excellent profits; very nice living accommodation; total stock and fixtures worth nearly £900; a reasonable offer will be accepted; full particulars upon application.
- 15.—SOUTHAMPTON (RETIREMENT VACANCY).—General Good-class Cash Retail Business offering considerable scope; present takings about £14 per week; leasehold premises can be purchased or rented for 30s. per week; 16 years' lease; stock and fixtures worth about £350; offers invited; living accommodation.
- 16.—SOUTH LONDON (MAIN ROAD).—Trustee desires to sell General Retail Business forthwith; takings last year £1,382; net profit £238; stock and fixtures worth £375; rent only £85 per annum; sublet over £50 per annum; suggested inclusive purchase price £350.
- 17.—IPSWICH (RETIREMENT VACANCY).—Cash Retail Business for sale; takings about £8,000 per annum; stock worth about £2,000; rent £700 per annum, rising to £800 per annum; first reasonable offer secures; valuation terms entertained.
- 18.—BARNET.—High-class Dispensing Business, established over 20 years; turnover last year £2,260; net profit £456; very nice living accommodation; price about £1,450.
- 19.—PECKHAM (NEAR) (RETIREMENT VACANCY).—General Retail Business, in present hands over 50 years; net profit about £5 per week; scope; comfortable living accommodation; inclusive purchase price £425.
- 20.—BRIGHTON.—Good-class General Retail Business; takings last year £1,789, increasing; gross profit £641; stock and fixtures worth about £1,100; nice living accommodation; rent £156 per annum; full particulars upon application.
- 21.—WESTCLIFF-ON-SEA.—For immediate disposal; Good-class Retail Business; takings for last completed financial year £1,775; gross profit £640; reasonable rental; modern flat; stock worth £600; attractive fixtures; inclusive purchase price only £900.

**Chemists' Transfers, Valuations for Sale, Stocktaking & Probate, Sales by Auction**

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants



# ERNEST J. GEORGE & Co.

**Bank Chambers, 329 High Holborn, London,**  
Telephone Nos. : Holborn 7406 & 7407 (2 lines) **W.C.1**  
**County Bldgs., Bridge St., Walsall** Telephone : **Walsall 3774**

**Lancashire and District Representative : Mr. E. BROWN, 21 Davenport Road, Hazel Grove, Stockport. Telephone : Great Moor 2405**

(C1) LONDON NORTH.—Suburban business, entirely unopposed, and possessing restrictive covenant against competition in the immediate area; increasing turnover, now at the rate of approximately £2,000 per annum; net profit £650/£700; upper middle-class type of trade; reasonable overheads; 2½-year lease; stock and fixtures estimated at £1,100; price £2,150 or near offer; part might remain; genuine reason for selling, which we can fully substantiate; sole agents.

(C2) CENTRAL LONDON.—Good-class business, occupying prominent position in busy main thoroughfare; rapidly increasing turnover, which for the current year should approximate £7,000, with a net profit of about £850; excellent scope for further development; genuine reason for selling; price £3,500, all-at; open to offer. **Part might remain if necessary.** Sole agents.

(C3) 164 HIGH STREET, NOTTING HILL.—We are instructed to obtain offers for the good-class business of Messrs. S. J. Drury, Ltd., the turnover of which for the 1936 year was £2,750; during the past twelve months the returns have fallen, but the business is capable of quick resuscitation; net rent of Pharmacy and large basement, £90 per annum only; lease 16 years; living accommodation above at present sub-let; stock and fixtures estimated at £700; any sensible offer, even if below this figure, will be entertained, and **part payment can be arranged if necessary.**

(C4) Highbury (RETIREMENT VACANCY).—Present returns small but can be substantially increased with up-to-date methods, etc., the Vendor having concentrated mainly on dispensing; low rental; price for quick sale £450, representing less than value of stock and fixtures.

(C5) DEVON.—Unopposed Village Business with good living accommodation, including garden; turnover approximately £1,600 per annum and steadily increasing; immediate sale desired and Owner will accept £550 all-at; valuation terms if preferred.

(C6) SUFFOLK COAST.—Established business with excellent living accommodation, situated in rapidly improving district that is expected to become the main centre of the town in the reasonably near future; present returns upwards of £1,300 per annum; if desired a Sweet business adjoining could be purchased, in which case the combined returns would approximate £2,100; first reasonable offer accepted.

(C7) BOURNEMOUTH.—Main-road business with modern flat; excellent scope with personal attention; present returns approximately £1,000 per annum; immediate sale desired, as Owner has accepted a position outside retail and will sacrifice the business for the approximate value of stock and fixtures only, amounting to about £530; offers considered.

(C8) PICCADILLY (NEAR).—Well-fitted Pharmacy with good scope under personal proprietorship; turnover for 1936-37, £2,308; gross profit £1,206; rent £350, which is very reasonable for the position occupied; stock and fixtures estimated at about £900; price £1,200 all-at.

(C9) NORTH WALES (DEATH VACANCY).—In late hands nearly 18 years; turnover for 1936, £1,011; now somewhat less, but can be quickly increased; self-contained house; property can be purchased or leased at £65 per annum, rates £20; price £580 (stock and fixtures only).

(C10) HEREFORDSHIRE.—Old-established, middle-class business with excellent scope under personal proprietorship; present returns average approximately £1,000 per annum; living accommodation with four bedrooms, etc.; reasonable rental and purchase price; open to offer.

(C11) BIRMINGHAM.—Main-road business established over 20 years; now doing at the rate of £18/£20 weekly, with scope for considerable increase; lock-up shop; rent £46 per annum; price all-at £450.

(C12) LIVERPOOL.—City business, with steadily increasing turnover; returns for 1937, £2,510; this year is expected to reach £3,000; net rent £90 only; excellent position near to leading multiples; price £1,250, including stock £600; valuation terms if preferred; sole agents.

(C13) KENT (NEAR TO LONDON).—Steadily increasing business with self-contained flat above; turnover for year ended December, 1936, £1,601; 1937, £1,925; gross profit £654; rent £150; lease about 16 years to run; price £750 or offer.

(C14) WIRRAL.—Up-to-date Pharmacy with modern house; increasing turnover; net profit for last financial year £312; property also available (net mortgage repayments of capital and interest, £78 per annum); no near opposition; price £700; cash requirements for property, £340 only; excellent scope, as the district is rapidly developing.

(C15) HAMPSHIRE (NEAR).—Good-class Pharmacy (lock-up), with considerable scope; present turnover at the rate of about £1,000 per annum; attractive and up-to-date premises; price £450 all-at.

(C16) KING'S CROSS (NEAR).—Good profit-earning cash business (lock-up); increasing returns; 1937, £1,200; gross profit £410; net £300-£350; rent £80 inclusive; no Sunday duty; price £450 all-at.

(C17) WEALDSTONE.—Up-to-date Pharmacy, with modern flat (optional); turnover now averaging at the rate of approximately £1,550 per annum; good scope; long lease; price £500, including stock £250.

(C18) YORKSHIRE (INDUSTRIAL TOWN).—Lock-up Pharmacy, with increasing turnover; certified returns for 1937, £1,863; rent £30; rates £17; all cash trade, mainly of the working-class type; stock and fixtures estimated at £450; price all-at £650.

**Valuations for transfer, probate, income tax, etc., promptly executed at economical rates.**

## THE ASSOCIATION OF MANUFACTURING CHEMISTS, LIMITED

(Business Agency, Transfer & Valuation Department)  
KIMBERLEY HOUSE, and at EXCHANGE CHAMBERS,  
Holborn Viaduct, LONDON, E.C.1 2 Bixteth St., LIVERPOOL.  
**PARKIN S. BOOTH, Valuer. Tels.: CITY 3691 (4 lines).**  
**VALUATIONS. SALES OF BUSINESSES. STOCKTAKINGS.**  
*Enquiries Invited.*

## BUSINESSES FOR DISPOSAL

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**B**OURNEMOUTH.—Main road position (see article page 391, "Hairdressers' Journal," January 29); exceptional opportunity for Qualified Chemist. At present Tobacconist and Hairdressers; suggest substituting Chemists for tobacco; no opposition; profits from Hairdressing more than cover rent of premises, which have two flats above. To those with small capital interested and wanting proof, write or call (Sunday no objection), Owner, 12 Carbery Row, Southbourne Road, Bournemouth. Alight Irving Road bus stop. Telephone: Southbourne 1231.

**L**ANCASHIRE.—Old-established Chemist's Business; returns last three years average £1,586 per annum; stock about £600 (will be reduced to suit purchaser); fixtures, fittings and utensils £250; commodious premises; rent £75 per annum. Further particulars apply 321/689, Office of this Paper.

**L**ONDON, E.—Established 7½ years; turnover £1,200, net profit £280; N.H.I. averages 300 monthly; stock approximately £400; fixtures and fittings £300; freehold, £1,250; price £1,650 the lot, or will grant lease. 101/27, Office of this Paper.

**N**ORFOLK, Village Pharmacy (unopposed), with house and garden; rent £50; immediate sale desired due to domestic difficulties; net profit £220-240, which can be increased at once by N.H.I., etc.; price £600. Full particulars Carr, Chemist, Docking, King's Lynn.

**P**OTTERIES.—Well-equipped Drug Store for immediate disposal; situate in growing district; approximate value of stock and fixtures £200; moderate rental. For further particulars apply Mr. Parkin S. Booth, The Association of Manufacturing Chemists, Ltd., 2 Bixteth Street, Liverpool.

**S**CARBOROUGH.—Well-fitted and stocked Chemist's Business in main shopping street; turnover approximately £1,500 under manager; good prospects of increasing to £2,000 or over; quick sale desired; reasonable offers invited for stock and certain fixtures. Norman Hurtley, Atlas Chambers, King Street, Leeds, 1.

**S**COTLAND.—Small Wholesale House, well established, offered for sale; connexion extends throughout Scotland with first-class Wholesale and Retail Firms; excellent nucleus for English house wishing to extend in this area. Full details given on application. 101/40, Office of this Paper.

**S**EASIDE RESORT.—A group of Pharmacies is offered in a desirable Coast Resort; good and increasing turnover; elegant shops and fittings; almost a monopoly of the area; approximately £12,000 would be required, but half-share partnership would be considered for a period of years. Full particulars on application to 321/695, Office of this Paper.

**S**UBURBAN LONDON.—Excellent old-established Chemist Business for sale in middle-class district, main road; large N.H.I.; audited accounts; good living accommodation available at low rental. Apply, Merrett, Son and Street, Chartered Accountants, 32 Finsbury Square, London, E.C.2.

**Y**ORKSHIRE.—Old-established Chemist's business; returns last four years average £942 per annum; stock will be reduced to £250; fixtures, fittings and utensils £240; good living accommodation; low rent. Further particulars apply 321/690, Office of this Paper.

**B**EAUTIFULLY situated in North Devon; an unopposed business for sale; qualification a necessity; small capital only required. 101/41, Office of this Paper.

**B**USINESS FOR SALE.—Lancashire; as a going concern; old-established middle-class Chemist business; centre of shopping area; under Qualified Manager; Wine Licence; good lease; N.H.I.; Kodak Agency; would improve under owner occupation; easily worked; price £350; terms arranged; owner retiring from Pharmacy; only wants seeing. For further particulars apply 102/4, Office of this Paper.



**CHEMIST'S** Business for disposal, fine corner position; turnover averages £24 weekly; considerable scope for increase; this business has been neglected owing to owner having other interests; Ilford district; a gift at £550. 322/700, Office of this Paper.

**DRUG AND TOILET GOODS STORE.**—Good position, main road, S.E. London; bold corner premises, large frontage and return windows; large increasing turnover; owner retiring owing to ill health; Qualified Chemist or Chemist's Optician introducing Dispensing and Optics could further increase turnover; living accommodation and sub-letting; lease 40 years unexpired. Further particulars, when viewing. Write 321/692, Office of this Paper.

**DRUG STORE.**—Nice clean trade; turnover nearly £1,000; net profits £280; very low overheads; full prices; no opposition; country market town, easy reach of London; all-at price will not exceed £400, provided a speedy sale is made. 101/12, Office of this Paper.

**EXCEPTIONAL** opportunity for Qualified man to purchase Drug Store; busy main road in London, S.E. district; takings £15 per week; N.H.I. urgently needed; rent and rates £98 per annum; long lease; living accommodation; all at £300 or near offer. 101/38, Office of this Paper.

**FIRST** £250 secures a good-class Suburban private N.H.I. Dispensing, Photographic and Toilet Business; turnover about £1,000; could be doubled in six months; big opening for Optics; low rent; roomy Shop and large amount of Storage and Offices; lease optional, 7, 14, 21 years; early application essential; seen immediately. 101/46, Office of this Paper.

**HERBAL** Stores and Hygienic Rubber Goods Business; also numerous side-lines included; old-established, main road, Greenwich; large double-fronted shop, 7 rooms, scullery, basement; rent only 25s. weekly clear, no rates; shows under management £8 weekly clear profit; should be more; guaranteed sure and certain living; domestic affairs cause of sale; suit Unqualified or Qualified person; no triflers entertained £100 takes all, fittings, stock, goodwill, etc., included; possession when required; £100 cash, no offers. c/o 226 Broadway, Bexleyheath, Kent.

**TOILET** Preparations, Perfumery and Hairdressing Sundries.—Wholesale business in South, near London; turnover about £6,000; very easily worked; good premises and living accommodation; rent £120, rates about £30; ingoing £2,000 or near offer, which includes stock and fittings at valuation, approximately £1,250; capable of increase, or would form useful addition to existing business. Full particulars on application to 321/694, Office of this Paper.

**£275** OR OFFER.—Well-fitted Pharmacy, within 14 miles of London; good house; newly decorated; good position, growing district; returns could be increased with moderate capital; rent £80. 101/23, Office of this Paper.

**£90,** ALL AT; Drug Store; prominent position, with scope; well fitted and stocked; details to callers only. Apply 161A Roman Road, Bow, E.3.

## BUSINESSES WANTED

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**DRUG STORE** or neglected business wanted in working-class London district; room for Surgery; consider partnership in similar business. 101/22, Office of this Paper.

**GENUINE** Private Enquiry; wanted, a busy Drug Store, South of the Thames; turnover not less than £1,500 per annum; good prices will be paid for the right business. 101/9, Office of this Paper.

**PUBLIC** Company owning nationally advertised food wishes to obtain control of established business with national sales organisation calling on Pharmacists. Principals please apply in confidence to Linklaters & Paines, 2 Bond Court, Walbrook, London, E.C.4.

**WANTED.**—Genuine established business in Midlands or South; turnover £2,500 and upwards; must stand up to full investigation. Full particulars as to rent, rates, lease, reasons for sale, etc. Private Pharmacist with capital available and ready to take over. 101/10, Office of this Paper.

**WANTED.**—Suburban or Country Business; South or Home Counties; turnover about £1,200; living accommodation; reasonable rental. 101/35, Office of this Paper.

## PREMISES TO LET

**WEST END.**—Part of Regent Street Shop; excellent position; smart modern front and interior; suit chemist; very low rent; wonderful opportunity. Apply Roberta, 221 Regent Street, W.1.

## PREMISES FOR SALE

**BRADFORD** Suburb.—Freehold Shop, occupied past 14 years Boots' Chemists; vacant June 1 on expiration of lease; price £1,400; mortgage arranged. Gaukroger, Solicitor, Bradford.

## EDUCATIONAL

**WELL-PAID POSITIONS** have been offered to all graduated students with personality of the National School of Chiropody—the largest, most successful, most expertly staffed, and best-equipped school in the world, with exceptional practical training in Foot Hospitals treating over 100,000 patients annually. Full qualification in six months through complete, intensive course. Next term commencing shortly. Write for Prospectus, National School of Chiropody (Dept. 90), 133 Upper Street, London, N.1.

## AGENCIES

### VARNISH, COLOUR and DRUG TRADES

**SWITZERLAND.** Swiss firm is desirous of securing agencies or general representation of first class firms in the above trades. Offers and correspondence should be addressed to **F. SCHLATTER-CHASSOT, BASEL** (Switzerland), **FELDBERGSTR. 25.**

**ORIENT—OPPORTUNITY.**—Gentleman with offices in Cairo, known in the Chemist and Druggist trade for 15 years, is open for representation of first-class Chemical Manufacturers; personally acquainted with all important Chemists in the whole Orient; in London until March 10. 101/6, Office of this Paper.

**SWITZERLAND—BUSINESS OPPORTUNITY.**—Gentleman, well known in the Swiss Chemist and Druggist trade, is open to represent one or two English firms; in London from February 28 to March 4. 321/683, Office of this Paper.

**AGENTS** Required, already calling on Chemists, Hairdressers and Stores, to handle well-advertised line. Apply in writing, giving full details of experience, territory, number of open accounts, etc., **EBE Products, Ltd., 11 Diana Place, Euston Road, N.W.1.**

Manufacturers of established  
**MEDICAL, DENTAL AND PHARMACEUTICAL  
PREPARATIONS**  
interested in

- (1) Increasing profits by Amalgamation or working arrangement with manufacturers of above lines.
  - (2) Disposing of their business to manufacturers able to derive maximum return from their business, and therefore able to pay fair value,
- are invited to communicate with advertisers, who have ample funds, laboratories, warehouse space and distributing organisation. Write Box A.232, Willings, 133 Moorgate, E.C.2.

TO OWNERS OF PROPRIETARIES.

**A**N up-to-date, progressive house of Manufacturing Chemists, with a large, fully-equipped factory in London, invites enquiries from principals for the **MANUFACTURE, PACKING AND DISTRIBUTION** of Proprietary Pharmaceutical Preparations. Manufacturing Dept., 64 Hatton Garden, London, E.C.1.



## PARTNERSHIPS

**P**ROPRIETOR of unique Registered Toilet luxurious necessities rapidly increasing in popularity on own merits and enthusiastic recommendations by famous men and women, including Royalty, wishes to develop very profitable business by partnership, small limited company or other arrangements. Would consider selling outright if desired. Only genuine inquirers furnishing details entertained. 99/3, Office of this Paper.

## COMPANY REGISTRATION

**I** DO not know what to add to what I have been saying consistently in this space for more than 25 years about the advantages of trading on safety lines as a Private Limited Company of two or more persons. If this interests you, please write for my inclusive quotation and full particulars.

A. B. SLACK,

721 PRINCESS ROAD, MANCHESTER, 20.

## NOTICE

**M**R. HAROLD HOWES, Ph.C., wishes to advise all his friends in the trade that he has ceased to occupy his position as Managing Director of Francis Hallam Ltd. (H.O. Burton-on-Trent) as from February 26. Private address remains as hitherto:—"Boscobel," Compton Road, Wolverhampton.

## SALES BY AUCTION

*By Order of the Trustee in Bankruptcy. By Order of the Liquidator, and Under Distress for Rent.*

**FRYER, COOPER & CO.**

will sell by Auction at their Rooms,  
3 REDCROSS STREET, E.C.1,

On WEDNESDAY, 2nd MARCH, at 1 p.m.,

**CHEMISTS' STOCKS.**

Fancy Toilet and other Soaps, Brilliantines, Creams, Patent Medicines, Proprietary Articles, Foods, Shaving and other Brushes, Razors, Photographic Goods, Face and Tooth Powders, Pastes, Hair Lotions.

**GLEDHILL CASH REGISTER.**

Weighing Machine by Pollard, Baby Scales, Trade Cycle,

**HANDSOME SHOP FITTINGS**

in Mahogany, Wall Display Cabinets, Plate Glass Counter Cases, Dispensing Counter, together with the

**FITTINGS of a WEST END HAIRDRESSER.**

"ARNAO" Hair Steamer, Eugene Hair Dryers, Ogee Basins, and miscellaneous fittings, Wigs, Transformations and Switches.

On view day prior to Sale. Catalogues of Parkin S. Booth, Esq., Accountant, Kimberley House, 14/17 Holborn Viaduct, E.C.1, and of the Auctioneers, 3 Redcross Street, E.C.1.

Removed from Golders Green for Convenience of Sale, Owing to Lease Expiry.

2 to 5 LITTLE BRITAIN (close to G.P.O.), CITY.  
**CHEMIST'S SHOP FITTINGS**, Showcases, Drug Runs, Counters, Perfumery Tables, Desks, Nests of Drawers, Mirrors, Office Furniture, Safes, Typewriters.

**B. NORMAN & SON**

will sell by auction, Wednesday next, March 2, at 12 noon. Catalogues on application. Tel. NAT 6463.

## TENDERS

**SEVERALLS MENTAL HOSPITAL, COLCHESTER.**

**T**HE COMMITTEE OF VISITORS invite TENDERS for the supply of DRUGS AND DRESSINGS for the SIX MONTHS ending 30th SEPTEMBER, 1938.

For Form of Tender apply, enclosing stamped addressed envelope, to The Clerk of the Hospital, Severalls, Colchester.

Tenders must be delivered in a plain envelope, securely sealed with sealing wax, on or before 15th MARCH, 1938, endorsed "TENDER FOR DRUGS AND DRESSINGS," and addressed to THE CHAIRMAN OF THE COMMITTEE OF VISITORS, SEVERALLS MENTAL HOSPITAL, COLCHESTER, and shall not bear any name or other distinguishing mark indicating the identity of the sender. No tender will be considered which does not comply in all respects with these directions.

The Committee do not bind themselves to accept the lowest or any tender.

**T**HE Director of Army Contracts will have available for disposal at the Royal Gunpowder Factory, Waltham Abbey, a quantity of Nitre Cake, estimated at 9,250 tons, over a period of one year from 1st April, 1938.

Tender forms for the purchase and/or removal of this material and further information may be obtained from the Director of Army Contracts, The War Office (D.C.4 Sales), Caxton House West, Tothill Street, London, S.W.1.

## APPOINTMENTS

**LONDON COUNTY COUNCIL.  
PHARMACISTS.**

**P**HARMACISTS, men or women, holding certificate of Pharmaceutical Society of Great Britain are required at the following hospitals in the Public Health Department:—

*Pharmacists to act as assistants to other pharmacists.*

1. Mile End Hospital, Bancroft Road, E.1.
2. St. Mary, Islington, Hospital, Highgate Hill, N.19 (for duty also at Barnsbury Street, Corsica Street and St. John's Road Out-relief Dispensaries and Islington Institution).
3. Bethnal Green Hospital, Cambridge Road, E.2.
4. St. Leonard's Hospital, Nuttall Street, Kingsland Road, N.1.
5. Fulham Hospital, St. Dunstan's Road, W.6; St. Pancras Hospital, Pancras Road, N.W.1 (part-time at each).

Scale of salary, £225—£10—£275 a year.

Hours of duty, 41½ a week.

Preference will be given to those applicants having

(a) the higher qualification of pharmaceutical chemist, and (b) hospital experience.

Forms of application (stamped addressed envelope necessary) obtainable from the Medical Officer of Health (S.D.3), The County Hall, S.E.1, returnable by 21st March, 1938.

Canvassing disqualifies.



KENT COUNTY COUNCIL.  
PUBLIC ASSISTANCE DEPARTMENT.  
DISPENSER.

THE County Council invites applications for the appointment of Dispenser at the County Hospital, Farnborough.

Salary £218 a year.

The Local Government and other Officers' Superannuation Act, 1922, will be applicable to the appointment, and the successful candidate will be required to pass a medical examination.

Application to be made on forms obtainable from the Public Assistance Officer, Tonbridge Road, Maidstone, to be returned to him by not later than March 14, 1938.

W. L. PLATTS,

Clerk of the County Council.

Sessions House, Maidstone.

February 22, 1938.

NATIONAL TEMPERANCE HOSPITAL (160 BEDS),  
HAMPSTEAD ROAD, N.W.1.

APPLICATIONS are invited for the post of Pharmacist, which will become vacant as from April 1; age not to exceed 40 years. Salary £300 per annum. (Federated Superannuation Scheme in force.) Previous Hospital experience desirable.

Applications, accompanied by three testimonials, must be submitted to the undersigned not later than Friday, March 4.

A. C. ADAMS, Secretary.

## SITUATIONS OPEN

### RETAIL (HOME)

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

CAMBRIDGE.—Junior Assistant or Improver, at once. Full particulars re experience and salary required. Good Window-dresser. Write Parson, Chemist, 74 Mill Road, Cambridge.

LONDON.—Qualified malé Assistant for good-class business for about two months, with prospects of permanency to right man; must be well used to first-class Dispensing and Counter. Please state salary. 101/39, Office of this Paper.

LONDON, E.—Qualified Assistant for middle-class business with N.H.I. Dispensing; to commence duties about March 21. Apply (letter only), giving particulars of experience, names of references, age, when disengaged and salary expected, "Chemist," 300 Amhurst Road, London N.16.

LONDON S.W.2.—Junior Unqualified Assistant required, male or female; must be good Counterhand and of tidy habits. Please write in first instance, with fullest particulars, to D. Pomeroy, M.P.S., 76 Brick Lane, E.1.

LONDON, W.1.—Qualified Assistant required for late duty; must be a good Counterman. State experience and salary required to 101/33, Office of this Paper.

SOUTH COAST.—Capable Unqualified Assistant of good appearance and address for Dispensing business (age 25 to 30 years). Send full particulars of experience, height, etc., and salary required to 101/26, Office of this Paper.

WEYMOUTH.—Qualified Assistant (27 to 35) wanted by March 28 in good-class Dispensing business; permanency to suitable man. Apply, stating full particulars and salary required, William J. Gregory, St. John's Terrace, Weymouth, Dorset.

CAPABLE Unqualified Assistant, well educated and of good appearance and address, for high-class business (age 25 to 30 years); must be well recommended. Send full particulars of experience, with height and photo, also salary required, to 96/1, Office of this Paper.

EXPERIENCED Assistant, Unqualified, wanted for Croydon district, must be quick and intelligent, for busy shop; good at Counter and used to Dispensing; no Sunday duty. Apply, stating age, experience, references, salary required and usual particulars in first letter, 322/699, Office of this Paper.

JUNIOR Unqualified (male or female) required as Dispenser and Counter Assistant; permanency; good prospects to a keen and conscientious person. State age, experience, etc., and when free, to E. Moss, Ltd., Fern Grove, Feltham, Middlesex.

JUNIOR, Unqualified, required; good Salesman, Dispenser and D. and P. work; permanency to suitable man; quiet winter and busy season trade; quote salary, age and references to F. de Lisle, Old Pier Street, Walton-on-Naze, Essex.

LADY Assistant, young, wanted for good-class business by March 14; some Book-keeping, Dispensing, etc.; suit well-trained Improver wishing to gain wider experience and interested in her work. Apply, giving age, experience, salary required, Cameron, 20 Grangeway, Grange Park, N.21.

MANAGER required for Hackney (Mare Street) Branch; with living accommodation. Application in writing, with fullest particulars and salary required, to P. J. Pinsou, 31 Clapham High Street, Clapham, S.W.4.

MANAGER wanted for Pharmacy at Newport, I.W.; General and Dispensing; knowledge Photography. Apply, giving references, to Beken, Cowes, I.W.

PART-TIME Assistant Dispenser (Apothecaries Hall) required to commence on April 1, 1938; two full days and three half-days per week; salary 35s. per week. Apply to the Secretary and Superintendent, King George Hospital, Ilford, immediately.

PART-TIME, Qualified, for S.E. London (10 minutes South of Thames); evenings 6 till 8; light Counter and N.H.I. Please state age, height, wages and when free, to 101/37, Office of this Paper.

QUALIFIED Lady or Gentleman wanted, used to middle-class Family Business; elderly would do. Please send full particulars, salary required, and photo if possible, to R. J. Troughton (Chemists), Ltd., Conisborough, near Doncaster.

QUALIFIED Locum required to relieve local branch managers from July 3 to October 1 approximately; annual re-engagement to suitable applicant; must be well recommended. Apply H. Hocken, Ltd., 35 Station Road, Redhill, Surrey.

QUALIFIED Manager required for working-class district; must be energetic worker, good Window-dresser and accurate Dispenser; preference for one who would contemplate purchase. Send full particulars of salary, etc., to Varley & Son, Chemists, Lynn Street, West Hartlepool.

QUALIFIED wanted for medium-class branch business near London; some capability in Window-dressing desirable. 102/2, Office of this Paper.

QUALIFIED Young Gentleman or Lady for middle-class business for Norbury, S.W.16 district. 103/2, Office of this Paper.

SMART, Unqualified Junior (22-27) wanted by firm of high-class Chemists in Midlands; must have had thorough training in Dispensing and good Window-dresser; comfortable and progressive position for suitable and reliable man. State age, experience; enclose photo and references. 101/4, Office of this Paper.

UNQUALIFIED Assistant; experienced Counter, Dispensing, Photographic and Toilet. Apply, stating full particulars of experience, age, height, salary required, when disengaged, references, photograph (returnable), to Winton's, Chemists, 17 Market Square, Bromley, Kent.

UNQUALIFIED Assistant of good appearance and address; capable Salesman or Woman; good Window-dresser and Dispenser. Apply, giving full details of experience, age and height, with references, stating salary asked, when disengaged and recent photo (to be returned), to Hinton Lake, 41 High Street, Exeter.

## PHOTOGRAPHS, TESTIMONIALS, &c.

When replying to advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. Many of these announcements produce an exceptionally large response and, as can be readily understood, the task of returning photographs, testimonials, &c., is one of some difficulty.



**UNQUALIFIED** Junior Assistant (young man with 3 or 4 years' experience) wanted for good-class Dispensing and Photographic business in pleasant Sussex town. Please send full particulars and photo if possible, Tavener, Broadway, Crowborough.

**UNQUALIFIED** wanted; young lady Assistant; good Dispensing experience essential; accustomed sale of Toilet Preparations and Photographic; quick and accurate worker; no Sunday or half-holiday duty. Full particulars salary, age, experience, photograph (returnable), Parkers, Ltd., Chemists, Hailsham, near Eastbourne.

**WANTED**, Qualified Dispenser (Lady), outdoor, by Doctors near South Coast; salary £2 10s. per week. State age, experience and give reference to 101/42, Office of this Paper.

**WANTED**, Shorthand Typist and Book-keeper with some Nursing experience or equivalent; living-in post; comfortable home and good salary. Apply in first instance to 102/5, Office of this Paper.

**YOUNG** Lady, experienced, Unqualified Assistant, for Toilet Section of Kensington Pharmacy, London. Apply "A.", 322/702, Office of this Paper.

**YOUNG** Qualified Lady Assistant required early in March. Please state age, experience, salary required and when disengaged. P. C. Geddes, M.P.S., 25 High Road, Chadwell Heath, Essex.

### WHOLESALE

**LONDON** Wholesale Druggists require Invoice Clerk. Apply, stating age, experience and salary required, 320/651, Office of this Paper.

**SOUTH WALES** and S.W. England.—Traveller required by old-established Perfumery Company; fine opening for energetic Salesman (car owner) who is now calling upon Retail Chemists, Hairdressers and Departmental Stores on ground; commencing salary £182, plus bonus, commission and expenses. Write, stating age, number of live accounts, etc., to 322/701, Office of this Paper.

**A COMPANY** producing high-class Toilet articles has a vacancy for a young Chemists' Assistant to train in Manufacturing Laboratory; must have served apprenticeship and have sound Chemical knowledge. Apply, giving details of experience, age, etc., to Northam Warren Ltd., 216/19 Bedford Avenue, Slough, Bucks.

**A LONDON** firm of Manufacturing Chemists has a vacancy for a Pharmacist about 25 years of age on the indoor staff. Applicants should furnish particulars of age, qualification, experience, salary required, etc., to 322/703, Office of this Paper.

**A PROGRESSIVE** position is offered to a young Pharmacist (not over 25), with Ph.C. qualification, or preferably a University degree, in the Medical Propaganda Department of a firm of international repute marketing Pharmaceutical Specialities; some knowledge of Medicine and Physiology desirable; previous experience is not necessary; all applications not answered within 10 days declined with thanks. 322/697, Office of this Paper.

**CHEMIST-COMPOUNDER** of Natural and Synthetic Flavouring Essences, fully experienced, is offered progressive position with old-established firm; work in this country or in France. Write immediately in confidence, giving full details of qualifications, experience, salary required, to 322/397, Office of this Paper.

**PRACTICAL** Service Mechanic required by firm of Patent Medicine Manufacturers for attending to Bottling and Labelling Machinery; similar experience desirable, but not essential. Write, giving full particulars and wages required, to 101/29, Office of this Paper.

**SALES** Manager required for Pharmaceutical Manufacturers of Ethical Preparations; must be acquainted with Ethical promotion; experience in managing staff of Medical representatives and have good working knowledge of Pharmacy and Therapeutics. Apply in writing only to Sales Director, Petrolagar Laboratories, Ltd., Oldhill Street, London, N.16.

**SUPERVISOR** required for Perfumery Section in Factory situated N.W. London; good disciplinarian, capable of controlling staff of 25-30 and maintaining high standard of work on piece-work basis. Write, stating full qualifications, age and salary required, to 321/693, Office of this Paper.

### ALL MANAGERS AND ASSISTANTS SHOULD JOIN AT ONCE

#### The National Assoc. of Chemists' Assistants

INCORPORATED IN THE CHEMICAL WORKERS' UNION

**BENEFITS:** Trade Protection, Legal Aid, Unemployment Benefit, Free Use of Employment Bureau

WRITE FOR PARTICULARS: Arthur J. Gillian, Gen. Sec., 149 Newington Causeway, London, S.E.1

**WANTED**.—Representatives already calling upon Chemists to carry a very attractively packed sideline for which application has been made for registration on C.F. List; a liberal commission offered as a tentative basis of remuneration. Apply, stating territory covered, to Holy Well Products, 15 New Street, Neath.

**WANTED**.—Traveller to call on Hospitals, Wholesale Chemists and Works in North of England. Previous experience of selling Chemical Products in bulk and/or Electro-Medical apparatus an advantage. Successful applicant would be required to live in or near Manchester; salary, commission, expenses and car. 321/691, Office of this Paper.

### COLONIAL, INDIAN AND FOREIGN

**CEYLON**.—Qualified Assistant (age 22-24); single; good appearance and address; accurate Dispenser and good Salesman; four years' agreement, passage paid out and home. Write with full particulars to Box A.468, Willings, 135 Moorgate, E.C.2.

### SITUATIONS WANTED

#### RETAIL (HOME)

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**A.A.A.A.A.**—QUALIFIED, energetic Salesman, Organiser, control large staff, exceptional experience, 12 years West End, seeks executive post or similar position. 99/2, Office of this Paper.

**A.A.A.A.A.**—CHEMIST, Optician (J.C.Q.O. and O.B.A.C.), with sound knowledge Biochemical Analysis, requires permanent responsible position; experienced all branches, including West End; used to controlling staff; keen Buyer and tactful Salesman; free March 14. "Chemist," 182 Benhurst Avenue, Elm Park, Romford, Essex.

**A**.—ASSISTANT or Locum; tall; abstainer; trustworthy; keen Photographer; Unqualified; Senior. MacLellan, c/o Nice, Esq., Pharmacist, West Norwood, S.E.

**A**.—CHEMIST-OPTICIAN (M.P.S., F.S.M.C., J.C.Q.O., O.B.A.C.), young, energetic, Square-trained, experienced Dispenser and capable Refractionist, 5 years' London Retail experience, seeks position with really progressive firm. 99/4, Office of this Paper.

**A** QUALIFIED Man (30), well-educated, single, seeks post; excellent experience with first-class firms; free now; would consider locum. "Chemist," 72A Fellows Road, N.W.3.

**A**CTIVE Pharmacist, resident near Twickenham, seeks good position London area; 20 years' managerial experience, returns increased; excellent testimonials. "M.P.S.," 102/16, Office of this Paper.

**A**SSISTANT (age 41), Unqualified, seeks permanent berth in a good-class Pharmacy; in last position 7 years. Davies, 17 Alma Street, Weston-super-Mare.

### NAMES AND ADDRESSES

When sending advertisements for any of the columns of this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not adhered to and delay and disappointment ensue. Strict attention to this detail will be appreciated.



**A**SSISTANT (38), Unqualified; married; 20 years' experience; capable all departments, including Vet.; permanency; good references. Major, Gotherington, Cheltenham.

**A**SSISTANT (28), experienced high-class Family and West End Business; expert Dispenser. C. H. J. Bishop, 41 Hillcross Avenue, Morden, Surrey.

**E**XPERIENCED M.P.S., all branches of Pharmacy; locum or permanent; free. Chemist, 11 Cunningham Place, N.W.8. Phone: Cunningham 2178.

**E**XPERIENCED Qualified Locum Manager (37); West England district preferred; thoroughly reliable; well recommended; salary £5; free till Easter. "Chemist," 12 Chandos Road, Bristol.

**E**XPERIENCED Qualified Manager, disengaged March 26 (owing to sale of business); highest references; interview London. Chemist, 2 Park Way, Ruislip, Middlesex.

**L**ADY Assistant (Hall) seeks post near London; good references; Dispensing, Counter, Windows, etc. 101 St. Marks Road, Enfield.

**L**ADY Dispenser (Hall) desires post; excellent references; good experience; Book-keeping. C., 8 Cashibury Terrace, Southend-on-Sea.

**L**ADY Dispenser, well experienced, requires post with Doctor; Leigh-Southend district preferable, but not essential. "F.", 40 Marine Avenue, Leigh-on-Sea, Essex.

**L**ADY (Hall), experienced all branches of the work, requires post, Dispensing preferred. 101/45, Office of this Paper.

**L**ADY, Qualified (28), seeks Managership; 5 years' previous experience; knowledge of high-class trade, Toilet and Dispensing; free end of March; Bradford district preferred. Agnes Perfect, 1 Pollard Lane, Bradford.

**M**ANCHESTER OR NEAR.—Qualified Chemist-Optician, M.P.S., F.S.M.C., O.B.A.C.; young, smart appearance; desires responsible position; excellent experience in all branches. 321/686, Office of this Paper.

**Q**UALIFIED, available immediately, for Locum or permanency; experienced Dispensing, Photographic, Toilets and Window-dressing; excellent Counter Hand; would appreciate position where a knowledge of Optics could be acquired. Chemist, 3 Dixons Lane, Old Catton, Norwich.

**Q**UALIFIED, desires locum or permanency; all-round experience; excellent references; free March 7. "Chemist," 344 Mare Street, Hackney, E.8.

**Q**UALIFIED, seeks permanency or locum, accessible from Ealing; 9 years London middle- and working-class; free now. "Benzene," 93/13, Office of this Paper.

**Q**UALIFIED (27) desires change; Manager or Assistant; varied experience; Dispenser, Photographic, Counter; free soon. 101/16, Office of this Paper.

**T**RAINED Lady Dispenser, Qualified and experienced, desires post with Doctor or Chemist in London or suburbs; good references. 101/54, Office of this Paper.

**U**NQUALIFIED Assistant, with all-round experience, desires permanency; 16 years last engagement; disengaged; interview any time. 101/48, Office of this Paper.

**U**NQUALIFIED (25) desires permanent progressive post; S.W. preferred, but not essential; well recommended; 6 years' Retail experience. 101/18, Office of this Paper.

**U**NQUALIFIED (49); energetic; used to brisk Counter and Dispensing business; excellent references. Shears, 1 Bank Avenue, Mitcham.

**U**NQUALIFIED (46), good all-round Dispensing, Stock-keeping, etc.; Locum or permanency; excellent references. Stevens, 27 South Hill Park, Hampstead, N.W.3.

#### WHOLESALE

**A** YOUNG, energetic. Unqualified Chemist (28) wishes to join Drug House as Representative; Lancashire or Yorkshire; 10 years' experience in the trade; full comprehensive knowledge of Drugs, Patents and Packed Goods; hard worker and excellent Salesman; own car. 99/1, Office of this Paper.

**A** YOUNG MAN (24) seeks position with prospects, indoor or Representation; London, elsewhere; experienced; moderate salary; available shortly. 102/6, Office of this Paper.

**A** DVERTISER, with long-standing connexion in Eastern Counties, desires position with well-known house as part-time Representative; excellent references; own car. 102/12, Office of this Paper.

**A** DVERTISER (36), seeks change; manufacturing Chemists' packed goods, trade and allied; sound experience Buying (materials, bottles, tins, cartons, all works' requirements); Costing, to finished article; works' organisation; as Buyer, assist management, control branch depot, or similar progressive post. 101/32, Office of this Paper.

**A** NALYST, young, studying A.I.C., 3 years' experience, also Manufacturing, seeks situation. Write, stating salary, to 100/6, Office of this Paper.

**F**OREWOMAN seeks position in Factory; used to Controlling Female Labour; experienced in Labelling Wrapping, etc. 101/53, Office of this Paper.

**L**ONDON or Home Counties; 12 years' Retail, seeks good position; Representative; smart, keen, reliable; good address; excellent testimonials. 101/50, Office of this Paper.

**M.P.S.** (25), tall, good appearance and address, requires representative post with reputable firm; good knowledge of Therapeutics; Medical Propaganda undertaken. M.P.S., 5 Chelston Avenue, New Moston, Manchester.

**P**HARMACIST, with 30 years' comprehensive experience in both Retail and Wholesale, would like to hear from a firm desiring the services of a capable Administrator, Organiser and Executive; present position nearly 20 years. Apply 322/698, Office of this Paper.

**Q**UALIFIED Chemist (25) requires post with Manufacturer, any capacity, though works preferred; keen, ambitious, willing worker; good references; fullest particulars on application. Pharmacist, 49 Gurney Road, Shirley, Southampton.

**R**EPRESENTATIVE, car owner, covering Scotland, can take remunerative side-line. Rep., 1 Castle Street, Broughty Ferry, Angus, N.B.

**R**EPRESENTATIVE, covering Lancashire and Potteries, open to take non-competitive lines all sections of Chemist's trade; car owner. 98/6, Office of this Paper.

**R**EPRESENTATIVE open for good Advertised line, Yorkshire, Notts, Derby; sound connexion. Chemist, 443 Hastilar Road South, Sheffield, 9.

**R**EPRESENTATIVE, with live connexion Birmingham and district and 20 years' experience of the Drug Trade, desires change and seeks position with nationally known firm; experienced car driver. 101/17, Office of this Paper.

**T**WENTY-FIVE years' trade experience; desires position inside or Representative; any part of the country; connexion Cumberland, Westmorland, Lancashire, Cheshire and Wales; can drive car. 101/28, Office of this Paper.

**U**NQUALIFIED Scot (20), tall, energetic, ambitious, well experienced in all branches of Retail, desires progressive post in Wholesale house; at present employed near London. 100/2, Office of this Paper.

**11** YEARS' experience, London and North, Pill and Tablet Maker, Pearl, Sugar and Coloured Coating; willing to travel. 96/2, Office of this Paper.

#### PRICE LISTS, TRADE CIRCULARS, SAMPLES, AND PRINTED MATTER

can in no case be forwarded, the Box numbers being intended exclusively for specific answers to particular advertisements. The Publisher reserves the right to open and refuse to forward any communications received which he may consider contrary to this rule.



**CLEAR OUT**—your Old or Damaged Stock of Photo Goods. Why keep them any longer? Turn them into CASH. I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.  
**S. E. HACKETT, 23 July Road, Liverpool**

### COLONIAL, INDIAN AND FOREIGN

**A**USTRALIA, New Zealand, India or China.—Chemist, German, desires position; voyage paid by applicant. 85/10, Office of this Paper.

**R**EPRESENTATIVE (aged 30), Sales and Propaganda, requires position in India; 7 years' experience in that territory. 96/7, Office of this Paper.

### FOR SALE

(Articles to the value of £5-£50.)

**N**ATIONAL Cash Register, small model; adds and prints; reasonable price. Write, W. Carr, 36 Foss Road, S.W.17.

**O**PTICAL Trial Case; 50 pairs Lenses, unmounted; Adjustable Trial Frame; Sundries; perfect condition; £3 3s. 38 Dalmally Road, Croydon.

### MISCELLANEOUS

10s. for 60 words or less; 1s. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**A**RE YOU TIRED OF POORLY PAID ROUTINE WORK?—If so, why not be a Salesman? We are regularly introducing our trained students to SALARIED POSTS as Outdoor Salesmen. You can qualify for this well-paid progressive work by spare-time home study, after which we will introduce you to SALARIED POSTS. Write for Free copy of 32-page book, "Salesmanship," to THE WALLACE ATTWOOD COLLEGE, LTD. (Dept. 84), Victoria House, Southampton Row, London, W.C.1.

**C**HEMIST FITTINGS, Second-hand, in good condition; Glass Counters from £7; Mahogany Mirror-back Wall Case, 5 ft. long, £17 10s.; Mahogany Sponge Case, 3 ft. high by 2 ft. 6 in. wide, £3 10s.; Mahogany Drug Run, 32 Drawers, Cupboard and Lockers, 12 ft. long, £14 10s.; All-glass Counter Cases from 35s. Illustrated catalogue of new modern pharmacy fittings on request. F. MAUND & E. BERG (SHOWCASES), LTD., Shopfitters and Shop Front Builders, 175/9 Old Street, London, E.C.1.

**C**OMplete PHARMACY in Mahogany for £63 10s. Comprising: 12 ft. Drug Run, 8 ft. Wall Case, 6 ft. 6 in. Dispensing Screen with Showcase front, Mirror-back and Plate-glass shelves; 10 ft. Counter with Showcase front; many other sets in Oak or Mahogany. New and Second-hand. New SHOP FRONTS of modern design. Estimates and Drawings FREE. Call or write: RUDDUCK & CO., 219 Old Street, London, E.C.1.

**T**REBLEs for New and Second-hand Fittings, Alterations, Shop Fronts, Glass Cases, Dispensing Screens, Counters, Drawers, Service Trays, Window Fittings, Wall Cases. Send your requirements, 549 Lea Bridge Road, Leyton, London, E.10. Phone: LEY 2370.

**£40.**—A BARGAIN in Secondhand Pharmacy Fittings for quick sale. Complete set in mahogany, comprising: 10 ft. Drug Fitting; 6 ft. 6 in. mirror-backed Dispensing Screen; 5 ft. Wall Case; 9 ft. Glass-fronted Counter; 5 ft. 6 in. Bent Counter Case. Cannot be repeated. PHILIP JOSEPHS & SONS, LTD. 90/2, St. John Street, Clerkenwell, London, E.C.1. Telephone: Clerkenwell 4111/2.

### C. & D. Stock-Taking Pads

Halve the Labour of Taking Stock

Price of Complete Pad, 2/6 post free

The Chemist & Druggist Publications Dept., 28 Essex St., London, W.C.2  
STP2

## VETERINARY COUNTER PRACTICE

This book has been thoroughly revised and rewritten. The new edition, which is now available, contains many important new chapters, new diagrams, formulæ, etc., and includes the most recent advances in veterinary science.

This book is the standard work on the subject for pharmacists and will be found to be an invaluable help when dealing with veterinary matters affecting horses, sheep, cattle, poultry or domestic animals. Veterinary business is profitable.

You need a copy of this new edition.

Price

**10/-**

10/6 post free

Fill in the enclosed order form and secure a copy by return of post from

THE PUBLISHER

The  
**CHEMIST AND DRUGGIST**  
28 Essex Street, Strand, London, W.C.2

'Grams : 'Phone :  
"Chemicus, Estrand, London" Central 6565 (10 lines)

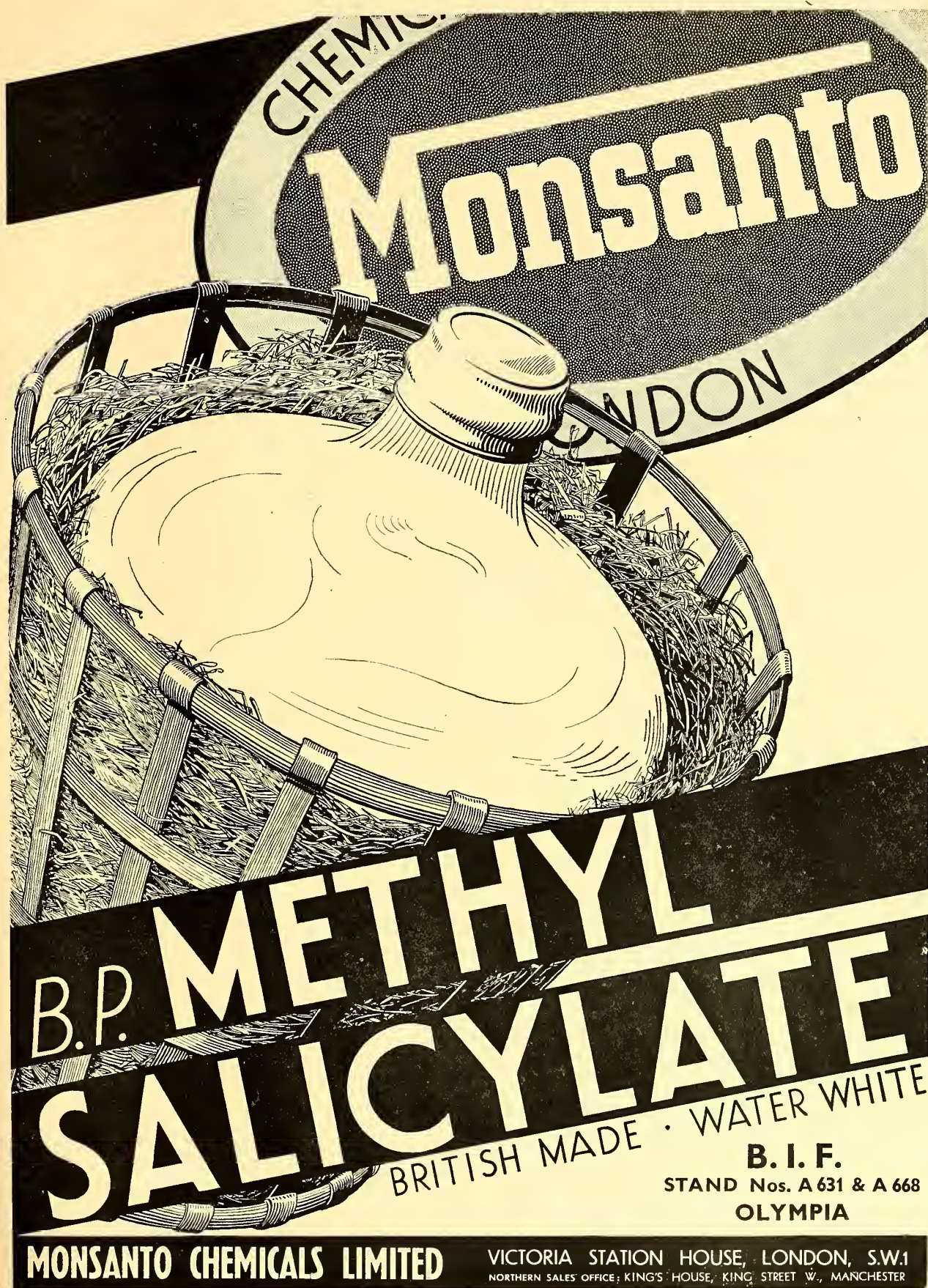
Please send me a copy / or copies of  
**'VETERINARY COUNTER PRACTICE'**  
per post, remittance value.....herewith.

NAME.....

ADDRESS.....

VCP1





**CHEMICAL**

**Monsanto**

**LONDON**

**B.P. METHYL SALICYLATE**

**BRITISH MADE · WATER WHITE**

**B. I. F.**

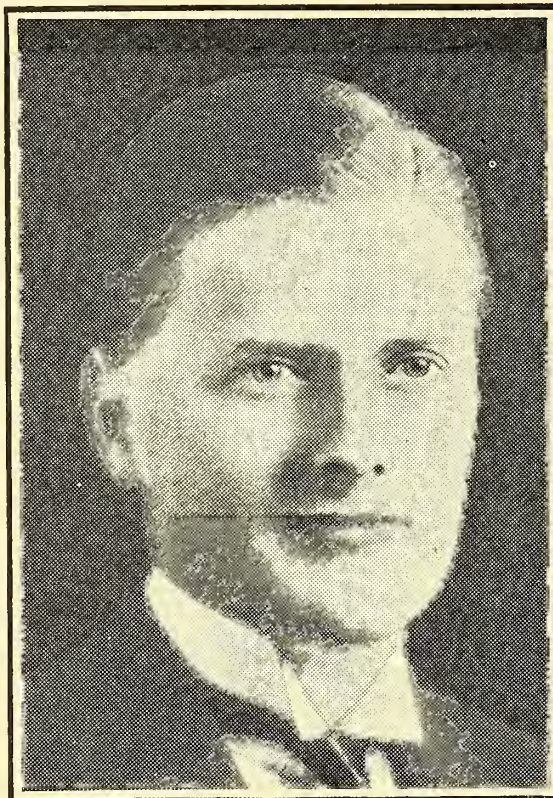
**STAND Nos. A 631 & A 668**

**OLYMPIA**

**MONSANTO CHEMICALS LIMITED**

**VICTORIA STATION HOUSE, LONDON, S.W.1**  
NORTHERN SALES OFFICE: KING'S HOUSE, KING STREET W., MANCHESTER





Mr. J. W. Simpson,  
M.P.S., Founder of  
SIMPSON  
IODINE  
PRODUCTS

*The Man who  
"Harnessed"  
The Health of the Sea!*

---

ISSUED BY J. W. SIMPSON (CHEMIST)  
LTD., ALDWYCH HOUSE, LONDON, W.C.2

---







